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Superpowers to resume test ban talks

By Rodney Cowton, Defence Correspondent

Talks between the United States and the Soviet Union on banning nuclear tests are to begin in Geneva later this month.

This was revealed by Mr Eduard Shevardnadze, the Soviet Foreign Minister, at a press conference at the end of his three-day visit to London.

The talks will take place on an open agenda, and the main objective of the two sides seems to be different.

The United States is chiefly concerned with verification of existing limited agreements, while the Soviet emphasis is likely to be on the problems of achieving a more comprehensive ban on nuclear tests.

The fact that the two sides have been able to agree on the talks even though their main objectives are so different is clear evidence of the more accommodating attitudes they are taking to smooth the way for a second summit meeting between Mr Mikhail Gorbachev, the Soviet leader, and President Reagan.

Mr Shevardnadze mentioned the talks while discussing preparations for a summit meeting. This suggested that the Russians may see the talks as increasing the likelihood of a summit. He was emphatic that the Soviet Union was not interested in a "empty" summit, but in concrete results.

There was some confusion over precisely what he had said, but it was being suggested last night that the most accurate translation was: "We have reached agreement in principle with America to resume bilateral talks at Geneva about the problems of banning nuclear tests."

Western sources insisted that the talks between officials did not constitute a reopening of talks on a test ban treaty which collapsed in 1980.

Mr Shevardnadze said he was well pleased with the result of the discussions in London. He thought prospects for dialogue were encouraging. His press conference lasted an hour, with the first half taken up by a statement which he read. When he was appointed Foreign Minister by Mr Gorbachov there had been some surprise because of his inexperience in foreign affairs. But yesterday he appeared totally relaxed and in command of his subject when answering questions.

While delivering an attack on the American Strategic Defence Initiative, Mr Shevardnadze invoked verification problems to score a neat point against the Americans.

He said that the Soviet Union believed all agreements should be adequately verifiable, but they had not heard a word from the Americans about how the strategic defensive weapons which they were developing could be verified.

What was the dividing line between defensive and offensive space weapons, and did that dividing line exist at all? How could one be sure that a space platform with missiles, lasers and mirrors deployed on it could not be used for a first strike? Could it be that the United States was ready for on-site inspections - in space?

On the question of the British and French nuclear deterrents, Mr Shevardnadze said he thought it reasonable that they should be modernized, but "not that they should be quantitatively increased".

● WASHINGTON: The US objective at the forthcoming Geneva talks with Soviet experts on nuclear testing limitations is to bring about the necessary improvements in two existing but unratified test ban treaties, the White House spokesman said yesterday (Mohsin Ali writes).

These two treaties are the 1974 Threshold Test Ban Treaty (TTBT) and the 1976 Peaceful Nuclear Explosions Treaty (PNET). TTBT bans underground nuclear weapons testing having a yield exceeding 150 kilotons, equivalent to 150,000 tons of TNT.

The spokesman said the US aim was to bring about the necessary improvements in these two treaties "so that mutual confidence can be ensured in regard to compliance with these undertakings".

Leading article, page 17



Mr Shevardnadze taking a refreshment break at yesterday's press conference in London.

Titanic secrets explored by Alvin

From Paul Valley, New York

A robot camera, powered by four tiny thruster jets, yesterday floated eerily down four flights of the grand staircase of the wreck of the SS Titanic, almost 2½ miles below the surface of the Atlantic.

It took hundreds of "spectacular and beautiful" photographs, giving the three submarine explorers in the titanium sphere which controls the camera the first views of the interior of the sunken luxury liner since she went down in the early hours of April 15, 1912.

The robot, known as Jason Junior, is attached by a 200 ft cable to the pressurized sphere which is the self-contained core of the submarine Alvin. Dr Robert Ballard, leader of the team from the Woods Hole Oceanographic Institute, said "it was like landing on the moon" as the Alvin glided down towards the dark cavern on the top deck, which was once a massive glass roof above the elegant columns of the stairway to the first-class accommodation.

The crew of the Alvin, using a remote-controlled joystick, detached the 28-inch robot from its platform on the bow of the submarine and delicately manoeuvred it "like a small helicopter" into the wreck.

"We saw decks and columns and rooms, like a layer cake," said Dr Ballard. Then the robot entered a room which may have been the grand hall, where the crew saw a large crystal chandelier hanging intact from the ceiling.

The outside of the 13-storey hull was coal black, but rust has created a panorama of brilliant red, orange and yellow inside. The robot's cameras revealed that the wreck has deteriorated far more than had been thought.

The expedition - and the \$2.8 million research project which preceded it - is being funded by the US Navy. One of Dr Ballard's main interests is to discover how well the Titanic has survived the deteriorating forces of the seabed.

But the experiment has considerable military potential. Most conventional submarines become unsafe below 12,000 ft. Yet the world's deepest ocean trenches, which constitute half of the seabed, are nearly three times that deep.

The Alvin is certified to work at depths of 13,500 ft, more than 1,000 ft below the bed on which the Titanic lies. Its work there, together with that of the robot camera which can work at depths that would crush both submarines, could lay the groundwork for technology to investigate enemy sonar systems and to hide missile-bearing submarines in the deepest ocean trenches.

Crime checks on child workers

By Richard Evans, Political Correspondent

Local authorities throughout England and Wales are to be given access to information on police criminal records, in a new bid to prevent them employing people who have committed sex offences against children.

The radical move, to be announced today by Mr David Mellor, a junior Home Office minister, follows an inter-departmental inquiry into the murder of a four-year-old girl by a persistent sex offender, who was taken on by a local authority as a baby-sitter. Colin Evans, who had numerous convictions for offences against children, was sentenced to life imprisonment for killing Marie Payne in 1984.

In another case Leonard Grange, a caretaker at a primary school in south-west London who also had previous criminal convictions, was jailed for life last November for murdering a nine-year-old pupil.

In future, applicants for local council jobs involving day-to-day contact with children, such as teachers, school caretakers and social workers, will be asked to sign a form saying they have no objection to a search of police records for possible convictions.

Council chiefs will then be able to request police to go through their files to ascertain whether the potential recruits have a criminal record which could have a bearing on the job.

The Government action is unlikely to require new legislation and will be covered by the Rehabilitation of Offenders Act of 1974.

A Home Office circular announcing the change is likely to be sent out within the next few days.

Pressure mounts on London and Pretoria

Sanctions shift signalled by Howe

By Philip Webster, Chief Political Correspondent

Sir Geoffrey Howe yesterday signalled an important shift in the Government's stance on South Africa when he told the Commons that if his peace mission fails further measures are likely to be taken against the Pretoria Government.

The Foreign Secretary told the Commons that in his talks next week with President Botha he would be calling for rapid and decisive action to dismantle apartheid, the release of Nelson Mandela and other political detainees and the ending of the ban on the African National Congress.

"If the mission does not procure tangible, substantial progress in South Africa I would regard agreement on some further measures as likely to be necessary."

Sir Geoffrey's remarks, which caused concern on the Tory right, were a response to growing demands from within the Cabinet and on the Conservative back benches for a firm statement of the Government's readiness to impose further measures against South Africa.

They were clearly prompted by the worries of senior Cabinet ministers about the possible involvement of the Queen in a constitutional crisis and were designed to reassure Commonwealth countries that the Prime Minister, whom they most identify with complete opposition to further sanctions, has not closed the door on new measures.

Sir Geoffrey's shift had been expected by several MPs who heard his private speech to the backbench foreign affairs committee the previous evening.

By the end of the debate Sir Geoffrey had satisfied most Conservative MPs calling for sterner action. An opposition motion demanding the adoption of "effective economic measures" was defeated by 319 votes to 204.

Mr Edward Heath, the former Prime Minister, and Mr Francis Pym, a former minister, were among a handful of Tory abstainers.

Parliament, page 4

Botha unveils his new jet fighter

From Michael Hornsby, Johannesburg

President Botha of South Africa yesterday unveiled the first production model of a new jet fighter, named the Cheetah, saying that it showed "once again our response to the imposition of sanctions against us".

The aircraft is a redeveloped version of the French-made Mirage 111, which South Africa began using in the early 1960s. Since 1977, South Africa has been subject to an international arms embargo, and has turned to indigenous production.

"We are a strong and proud nation, with the faith and ability to ensure our future. We are not a nation of jiffyfish," Mr Botha said. "South Africa would not allow itself to be humiliated and undermined in order to escape sanctions."

General Magnus Malan, the Minister of Defence, described the Cheetah as "a new iron fist in the defence of our country". South African Defence Force (SADF) officials claimed yesterday it was superior to the Soviet-made MiG23 supplied to South Africa's neighbours.

The SADF revealed few details about the Cheetah's performance. It said that about 50 per cent of the existing Mirage 111 had been "reconstructed", with considerable changes to the airframe and avionics, and that it had been "equipped with the latest navigational and weapons systems".

President Botha said the plane, developed by the Atlas Aircraft Corporation, a subsidiary of Armscor, the state-run armaments manufacturer, was "armed exclusively" with home-made weaponry.

Home-grown industry, page 7



South Africa's new jet, the Cheetah, on show yesterday.

Malaysia joins African states in boycott

By John Goodbody, Sports News Correspondent

Malaysia has become the sixth country, and the first from outside Africa, to boycott the thirteenth Commonwealth Games, which open next Thursday in Edinburgh.

The Malaysian Government yesterday decided to join Nigeria, Ghana, Tanzania, Kenya and Uganda by withdrawing its 14 competitors in protest against Britain's decision not to impose full economic sanctions against Pretoria.

India and several Caribbean states are awaiting the outcome of tomorrow's meeting in Harare of Zimbabwe, Zambia and Botswana before deciding whether to attend the Games.

A total of 256 athletes and officials are boycotting the event, leaving 52 countries and 2,895 people still going to Scotland. Thus, the thirteenth Games are still set to be the biggest since they were first held in 1930, and the largest multi-sports event staged in Britain since Edinburgh last hosted them in 1970.

Meanwhile, England is waiting to hear why the Commonwealth Games Federation ruled that Zola Budd, the athlete, and Anneme Cowley, the swimmer, who were both born in South Africa, were ineligible to compete in Edinburgh. England could still challenge the Federation's ruling in the courts.

States rethink, page 7
Constitutional clash, page 16
Budd not yet, page 40

Race is on to take a Tsarist legacy

By Richard Lander

Dusty company archives and cobweb-ridden household attics were being turned upside down yesterday as the race began to claim a £45 million legacy of Imperial Russia.

The money was freed after an agreement on Tuesday between Britain and the Soviet Union.

The pact, which concluded more than 60 years of on-off talks between the two countries on British financial and property assets seized in the Bolshevik revolution of 1917, seems certain to generate its own bonanza for lawyers.

Descendants of long-forgotten industrial magnates will be seeking to establish title to textile mills and copper mines that operated in the days when the Tsar ruled with an iron fist.

The Foreign Office was silent yesterday, in case it inadvertently triggered some imaginative rewriting of mercantilist history.

However some clues to who might be entitled to a windfall have been unearthed by Mr Stuart Thompson, a lecturer in Russian Economic History at Nottingham University.

According to Mr Thompson's researches, by far the biggest beneficiary would appear to be the descendants of Mr Leslie Urquhart, who is said to have built up a Russian investment portfolio worth some £50 million by the time it was confiscated.

His main investment was a large stake in the North Caspian Oil Corporation, which lodged a claim for £54 million after the revolution.

Mr Urquhart's son or daughter, whose location is unknown by Mr Thompson, stands to receive more than £5 million.

The terms of the agreement should reward creditors with about 10 per cent of their original investments.

Mr Thompson has found several blue-chip companies which may well earn a little extra cash. Among them is The Sunday Times, which put its money into the North Caspian Oil Corporation.

They were married at St Paul's in 1981, when the Archbishop, Dr Robert Runcie, delivered a short address extolling the virtues of marriage.

Sermons at marriages, royal or otherwise, are not obligatory, and are often omitted. There was no address at the Westminster Abbey wedding of Princess Margaret, Princess Alexandra or Princess Anne, although the Queen had one at her wedding service in the Abbey in 1947.

Television coverage, page 3

Royal sermon omitted

By Alan Hamilton

Prince Andrew and Miss Sarah Ferguson have decided to dispense with a sermon at their wedding in Westminster Abbey next Wednesday because of their desire to keep the service brief and simple.

Buckingham Palace said yesterday that it had been the couple's own decision not to have any form of address by the Archbishop of Canterbury.

The service, based on the 1662 Prayer Book, will differ slightly from that at which the Prince and Princess of Wales were married at St Paul's in 1981, when the Archbishop, Dr Robert Runcie, delivered a short address extolling the virtues of marriage.

Sermons at marriages, royal or otherwise, are not obligatory, and are often omitted. There was no address at the Westminster Abbey wedding of Princess Margaret, Princess Alexandra or Princess Anne, although the Queen had one at her wedding service in the Abbey in 1947.

Television coverage, page 3

US troops to strike at Bolivian cocaine

La Paz (AP) - About 140 United States Army soldiers, with helicopters and transport planes, have started arriving in Bolivia to help the Government's campaign aimed at wiping out dozens of jungle-based cocaine laboratories, officials said yesterday.

Six US Black Hawk helicopters, which were airlifted with their pilots to Santa Cruz, about 200 miles east of La Paz, will be used to stage the raids.

The operation is being conducted at the invitation of the Government of President Victor Paz Estenssoro, said Mr Mark Jacobs, press attaché at the US Embassy.

An embassy source said about 140 American military personnel scheduled to provide support in the anti-drug campaign have been provided with diplomatic immunity, and the



President Paz Estenssoro invited US troops.

security considerations to justify unilateral presidential action, such as the operations in Grenada and against Libya (Christopher Thomas writes).

It falls into a grey legal area. America's Posse Comitatus Act of 1878, which has been amended through the years, prohibits use of the military for enforcing law.

The Bolivian exercise could conceivably be covered by the provisions of the War Powers Resolution of 1973, a post-Vietnam measure which requires congressional involvement in committing troops into situations where hostilities are likely.

Congress has given limited permission for navy ships and surveillance planes to help in the anti-drugs drive, but the military itself has been wary about involvement in non-traditional areas.

Cards-for-fans idea relaxed by Thatcher

Mrs Margaret Thatcher has decided not to press for national identity cards for football fans because of the improvement of crowd behaviour last season.

The Prime Minister, who met football officials yesterday, said later that she was encouraged by the decrease in hooliganism but emphasized the need for vigilance.

Mr Andy Roxburgh, who has never managed a club team, has been appointed Scotland football team manager. Mr Roxburgh, aged 42, is currently director of coaching.

England lost the first one-day Texaco cricket international to New Zealand by 47 runs.

Thatcher meeting, page 5
Sport, pages 36-38, 40

Tomorrow Playing to lose?

As more schools turn to non-competitive games, what hope for rugby, cricket and football?

Portfolio Gold

● There is £8,000 to be won today in The Times Portfolio Gold competition because there was no winner yesterday.

● Portfolio list page 25; rules and how to play, information service, page 20.

Boothby dies

Lord Boothby died last night in Westminster Hospital, London, aged 86.

Strain on pact

Mr Tom King defended the even-handedness of the RUC as the Anglo-Irish agreement came under strain after public criticism of police by the Irish Foreign Minister.

Page 2

Hatton move

Mr Derek Hatton, deputy leader of Liverpool City Council, will not be prosecuted over allegations about his expenses, the Director of Public Prosecutions has revealed.

Hull degrees

Degrees awarded by the University of Hull and more class lists from Oxford University are published today. Page 12

Shopping fun

Retail managers should have a talent for making shopping an enjoyable activity, says Paul Smith, the senior personnel executive of Marks & Spencer, in an introduction to today's six-page General Appointments section.

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Anglo-Irish pact under strain as King defends RUC even-handedness

By Richard Evans, Political Correspondent

The eight-month-old Anglo-Irish agreement was last night under its biggest strain after the outbreak against the Royal Ulster Constabulary made by Mr Peter Barry, the Irish Republic's Foreign Minister.

In the Commons, Mr Tom King, Secretary of State for Northern Ireland, was adamant that the operational decisions of the RUC were entirely a matter for the Chief Constable of the province and defended the way police had sought to deal even-handedly with both communities.

While Mr King refrained from attacking Mr Barry personally for the stinging rebuke delivered from Dublin, it was made clear in Whitehall last night that he is furious at the content and timing of the Irish minister's comments.

Conservative MPs were quick to point out that Mr Barry's comments appeared to breach the Anglo-Irish agreement by attempting to direct how the RUC should operate.

Mr King, who admitted to MPs that he had no prior warning of Mr Barry's criticism, said the decision to allow the parade along the Garvaghy Road was provocative as it was an 80 per cent Roman Catholic area and he believed that the RUC had backed down in front of bully boys. However, he said the ordinary members of the RUC had for the most part carried out their duties in a fair and

entirely a matter for Sir John Hermon, Chief Constable of the RUC, and he had no intention of intervening.

Mr Barry had said in his statement on Tuesday night that he shared the deep resentment of nationalists in Northern Ireland about certain operational decisions made by the RUC on the routing of marches.

Mr Barry last night defended his comments, saying the agreement had given him the right to express his views on the rights of northern nationalists and he intended to do that strenuously (Richard Ford writes).

He added that his criticism was not against the RUC in general but whoever was responsible for the decision to allow the Orange parade through the Roman Catholic area in Portadown.

Mr Barry said it was time the security forces stood up to Unionist bullies and stopped intimidating marches through Roman Catholic areas which nationalists had suffered for a hundred years. He said the decision to allow the parade along the Garvaghy Road was provocative as it was an 80 per cent Roman Catholic area and he believed that the RUC had backed down in front of bully boys. However, he said the ordinary members of the RUC had for the most part carried out their duties in a fair and

even handed way throughout a very tough 12 months.

The latest victim of loyalist terror gangs in Belfast died yesterday two days after being dragged from the door of his home and shot three times in the head.

Colum McCallan, a Roman Catholic university student aged 25, had been on a life-support machine at the Royal Victoria Hospital since the shooting on the Ligoniel estate in the north of the city early on Monday morning. He had moved to the estate a year ago with his wife Bernice and two-year-old son Seamus and is the second Roman Catholic to be killed by the outlawed Protestant Action Force in five days.

Before grabbing Mr McCallan, the three masked terrorists had attempted to seize another Roman Catholic who was walking his dog but he managed to run away. Last week the Protestant Action Force shot dead a Roman Catholic man.

Since the beginning of the year loyalist terrorists have killed four nationalists and a Protestant woman in the west and north of the city and the ominous re-emergence of loyalist paramilitaries in the north of the city is bringing fear to an area where they were their most ruthless in the early years of the troubles.

Parliament, page 4



Mr Norman Tebbit, party chairman, with Mr Jim Nock, Tory candidate in the by-election (Photograph: John Carter).

Labour anger on Liberal poll 'dirt'

By Nicholas Wood, Political Reporter

The Liberal Party will do severe damage to the tone of British politics if it persists with its "dirty" campaigning tactics, Mr Robin Cook, Labour's national campaign coordinator, said yesterday on the eve of the poll in the Newcastle-under-Lyme by-election.

Pledging his party to fight clean, Mr Cook deplored the personal attacks on Mrs Lila Golding, the Labour front-runner in the North Staffordshire contest.

He said that they were in line with the seamy style adopted by the Liberals under Mr Andrew Ellis, its secretary

general, since Mr Peter Tatchell's defeat in Bournemouth in 1983.

Mr Cook said: "This is the by-election in which the hidden face of the Liberal party has been revealed."

"They have been caught out in tactics below the belt. These happen wherever Andrew Ellis goes."

"As Dr Jekyll discovered, you cannot indefinitely lead a double life. Mr Hyde is catching up and people are seeing that they are not the nice clean guys they pretend to be."

Labour's anger centres on repeated references to the way Mrs Golding was elected, succeeding her husband when he resigned the seat on being

electoral secretary of the National Communications Union; a Liberal newsletter highlighting their joint income of £58,000 a year; a bogus headline on a leaflet reprinting a letter from the local newspaper; and accusations that Mrs Golding is a "closet Tory".

Mr Cook promised that Labour would not stoop to such tactics and challenged Mr Ellis to do likewise.

He said: "If he continues in his present style not only will he eventually hurt his own party, he will do severe, possibly permanent, damage to the tone of British politics."

The Liberals brushed aside the accusations, saying that Labour was over-reacting to a

robust and aggressive campaign that threatened their private kingdom in the town.

Mr Ellis retorted: "Mr Cook is Mr Hyde all the time."

"I find it hard to believe this is a genuine offer from Robin Cook, but even if it was I am certain he couldn't deliver the Labour Party given the way they have fought elections over the years."

Polling takes place today, with Mrs Golding expected to hold the seat with the Tories and the Alliance in a close contest for second place.

General Election: J. Golding (Lab) 21,210, L. Lawrence (C) 18,406, A. Thomas (L/All) 10,916. Lab majority: 2,804.

Shires group gets Labour chairman

The hung Association of County Councils yesterday chose its first Labour chairman after 97 years of unbroken Conservative leadership (Hugh Clayton writes).

Mr John Allison, of West Glamorgan County Council, beat Mr Lewis Moss, the former leader of the association's Conservative group, by 73 to 58 with strong support from Alliance and independent councillors.

Mr Allison's election to the top position in what was once an implacable Conservative stronghold reflects the weakening of the party's influence in local government after the elections of the past two years.

The association plays a key role in negotiating with ministers about local government finance and represents the shires' view on many statutory negotiating bodies.

The Conservatives have 72 seats on the association, Labour 59 with one vacancy, the Alliance 30 and the independents 11.

Father loses taxi fare case

Mr John Vaughan, of Nunford Close, Litherland, Liverpool, an unemployed father of two, lost his case at the Court of Appeal yesterday to have the Department of Health and Social Security pay for a taxi so that his children can visit him at weekends.

Mr Vaughan is banned from seeing his former wife, who lives seven miles away. She looks after Gareth, aged nine, and Vicki, aged eight, during the week. He argued that he should not have to pay the weekly £8 fare out of his supplementary benefit.

Campaign for holiday rights

"Give us a break" campaign was launched yesterday to ensure that all workers get statutory holiday rights.

The West Midlands Low Pay Unit, funded by West Midlands councils, claims that some workers do not receive any paid holidays at all. It adds that the power of wages councils to set holiday levels for the lowest paid is threatened under a clause in the Wages Bill now before Parliament.

Warning after 'gnome' death

Mr Peter Ord, coroner for North Cleveland, yesterday urged gardeners to have regular anti-tetanus injections after hearing how a woman aged 58 had died after cutting her leg on the fishing rod of a garden gnome.

Mrs Jean McManus died last weekend from tetanus poisoning although she had had an anti-tetanus injection an hour after the accident.

More cash for roads wanted

The Government is not spending enough to modernize Britain's outdated road network, the Road Haulage Association said yesterday.

Mr Glyn Samuel, the association's chairman, told a transport conference at Sussex University that accelerated road development as part of increased investment in transport was needed to solve traffic problems.

Second police cell hanging

The second prisoner in two days to hang himself with his boot laces in an English police station was found in a Merseyside police station cell.

Anthony Murray, aged 23, of Sefton Park, Liverpool, was arrested on Tuesday for theft and for escaping from custody. He was found hanged a few hours later.

Labour choice to fight Baker

Mr Christopher King, aged 37, a councillor in the London borough of Islington and a schoolteacher, has been selected as prospective Labour candidate for the Mole Valley constituency.

At the general election Mr Kenneth Baker, Secretary of State for Education and Science, had a majority of 14,718.

Tonic for tired drivers

Wearily drivers heading for West Country holiday resorts are being urged to take part in special exercise workouts to try to reduce road accidents.

Devon and Cornwall police want to get sleepy motorists from their cars and into some rest areas on the M5 for keep-fit sessions to clear their heads.

Tunnel move to use rail

Eurotunnel, the Channel tunnel promoters, agreed yesterday to switch transport of foundation material for the proposed new fixed-link terminal near Folkestone, Kent.

Pesticides warning on health risk

By John Young, Agriculture Correspondent

Farmers and horticultural growers are to be advised not to use pesticides, except when absolutely necessary, and to consider alternative controls before spraying with potentially harmful chemicals.

A new draft code of practice, published jointly by the Ministry of Agriculture, the Department of Agriculture for Scotland and the Welsh Office, is intended to provide practical guidance to farmers on how to comply with the new regulations, which take effect later this year.

But it is also the most open admission yet of the potential risk to human health and safety, wildlife and the environment posed by pesticides.

The code advises farmers that failure to follow the guidance will not in itself be an offence, but it will be admissible in evidence in any criminal proceedings brought under the Food and Environment Protection Act 1985.

It says that the chosen pesticide should be one that is least likely to damage crops in neighbouring fields, glass-houses, private gardens and wildlife. If it should drift, and one which presents minimal risk to livestock, domestic animals, bees and fish.

Criminal court fee rises to cost £50m

By Frances Gibb, Legal Affairs Correspondent

A new pay package totalling almost £50 million for criminal court solicitors and barristers was announced by the Government yesterday.

The package, announced after four months of negotiations in the wake of the profession's legal proceedings against Lord Hailsham of St Marylebone, the Lord Chancellor, will mean a substantial 10 per cent increase in fees by next April.

There will also be a new top level pay advisory committee, to be set up jointly by the Lord Chancellor with the Law Society and the Bar, which will collect data on lawyers' earnings to form the basis of future pay negotiations.

In exchange, the profession has agreed to certain reforms in working practices and to the setting up of a new standing commission on efficiency in the courts.

Announcing the pay package for criminal legal aid defence fees, Lord Hailsham said yesterday that the reforms to working practices, and new standard commissions and fees for prosecution work, were "radical changes" which would change the atmosphere in future pay talks.

The package amounts to £17 million for legal aid defence fees, on top of £13 million paid by the Government

SDP peer dies aged 68

Lord Crawshaw of Aintree, the SDP peer, was found dead yesterday at his flat in Dolphin Square, London, he was 68.

The former Labour MP for Liverpool Toxteth from 1964, Lieutenant-Colonel Richard Crawshaw resigned from the party in 1981 to join the Social Democratic Party.

Lord Crawshaw was due to row for the Alliance peers in yesterday's parliamentary rowing regatta on the Thames. Friends at Westminster said that he had been exercising hard for the race.

He listed among his hobbies climbing, walking, free-fall parachuting and youth activities, and in 1972 set a world non-stop walking record of 225.8 miles.

Mrs Shirley Williams, SDP president, said Lord Crawshaw was "one of the bravest, most modest men I ever met."

"In joining the SDP, he risked his seat, his position as deputy Speaker and his future."

Dr David Owen, the SDP leader, said: "Dick Crawshaw will be deeply missed. He was the first ever SDP-nominated life peer."

Obituary, page 18

Defence policy to heal Alliance rift

By Sheila Gann, Political Staff

Mr David Steel and Dr David Owen unveiled their joint policy agreement yesterday, which they hope will temporarily cover up the cracks in their defence policies.

The emphasis is on Britain's contribution to a European nuclear deterrent. But while it is full of general policy statements, it does not mention the future or replacement of Polaris.

It is the result of several months work on a programme of Alliance objectives, aimed at giving a clear joint agreement in the run-up to the next general election.

The rift has been caused by Dr Owen's call for a clear Alliance commitment to replace Polaris when it becomes obsolete, unless world circumstances change dramatically.

Mr Steel is willing to go along with an earlier Alliance report, which said that the decision could be put off for years.

The latest document, part of Priorities for the 1990s, does not resolve that difference and does not reveal any shift in position on either side. But the Alliance leaders obviously hope that it will be enough to form the basis of debate at the Alliance candidates' conference on July 26 and the two party conferences in September.

The two leaders were at pains to emphasize the agreement is only a draft document. They are continuing their talks with European defence chiefs during the summer and autumn, including a visit to Nato in early September. The policy is expected to be finalized in January. But Mr Steel refused to speculate on whether this would include the future of Polaris.

The document concentrates on areas of agreement.

"The Atlantic Alliance will, however, continue to depend in part on nuclear weapons for the foreseeable future, pending the step-by-step process of confidence-building and armaments reduction which we are determined will assist the transition from collective to common security."

"Western Europe's excessive dependence on the United States for its defence is one of the reasons for repeated crises and misunderstandings within the Atlantic Alliance. We are clear that the European defence pillar within Nato must be strengthened in every way," the document says.

Macreadie challenge to CPSA

By Mark Dowd

Mr John Macreadie yesterday challenged the right-wing executive of the Civil and Public Services Association to convene a special delegate conference to settle the matter of his disputed election.

The move comes after the left-winger's defeat in the High Court on Tuesday, when Mr Justice Vinelott ruled that the executive had acted constitutionally in barring him from taking up office as general secretary, pending an inquiry into electoral irregularities.

In a letter to Mrs Marion Chambers, the CPSA president, Mr Macreadie said: "The delegate conference is the governing body of the union and is responsible for laying down the policies and principles of the union. If the right-wing group on the executive are confident that they are acting in good faith, I challenge you and the executive to use your powers to call a special delegate conference and let it decide."

Mrs Chambers was not available for comment yesterday, but a leading right-wing member of the executive described it as a "last gasp desperate effort".

Airport authority to be reorganized for sell-off

The British Airports Authority will be reorganized to form seven separate subsidiary companies to pave the way for its privatization within the next 12 months, the Government announced yesterday.

In a Commons written reply, Mr John Moore, Secretary of State for Transport, said the change would take place on July 31, and the next day the authority would be dissolved and vested in a Companies Act company, BAA plc, which would be privatized during the first half of 1987.

These preparatory stages were drawn up in the Airports Act 1986, which received Royal Assent last week, forming part of the Government's privatization programme.

Mr Moore, replying to Mr Harry Greenwood, Tory MP for Ealing North, said: "In line with government commitments, a separate subsidiary company will be established to operate each of the BAA's seven airports."

"Group services will be supplied by a division of the main BAA holding company, which will charge for its services on a commercial basis."

The BAA's loans of £43.5 million will be written off but will be issued as loan notes to the Government.

College in dark over funding

Birkbeck College, London, said yesterday that it did not know that London University had changed its policy on funding the college, and was being more "tight-fisted" than in the past (Our Education Correspondent writes).

In a letter to The Times yesterday, Sir Peter Swinnerton-Dyer, chairman of the University Grants Commission (UGC), disclosed the secret of London University's change in funding.

He said that for a number of years the court of London University had given more money to Birkbeck than that allowed for in the UGC grant.

"This year the court has decided to change that policy."

The revelation throws light on complaints that Birkbeck, the only college for the education of part-time adults, was being put in jeopardy by a change in the UGC funding formula.

Professor Roderick Flood, chairman of the college's campaign committee, said: "Because of the complicated method by which these things have been done, we did not know about this. But we don't think the UGC can escape from its responsibilities to provide proper funding for a very cost-effective institution."

"To say that we have been funded properly in the past is not a reason for saying that we should not be in the future. The UGC is adopting a very simplistic formula approach that doesn't recognize the legitimate needs of an institution devoted to part-timers."

A letter from the president of the students' union to Sir Peter said that by 1990 Birkbeck's accumulated deficit would be bigger than its annual income from the UGC. Staff cuts of 20 per cent would have to be made if the deficit

NUT may defy court on providing cover

By Lucy Hodges, Education Correspondent

The National Union of Teachers announced yesterday that it would not be appealing against a High Court judgement that teachers are contractually bound to take the lessons of absent colleagues.

At the same time the union made clear that it was prepared to use the weapon of refusal to cover in future disputes, in spite of the ruling.

Refusal to cover was an effective weapon in last year's teachers' pay dispute, leading to thousands of children going without lessons and being sent home. It is still being used in some areas, although the union has advised teachers to return to providing cover.

Mr Doug McAvoy, deputy general secretary of the NUT, said: "If in the autumn our members are not providing cover because we have reimposed no-cover as a sanction, then we would support our members accordingly."

The union said yesterday that it would be seeking a negotiated agreement with local authority employers on the issue of cover for absence in the current talks on pay.

Mr McAvoy insisted that the union would retain the option of imposing no-cover as a sanction if the talks failed.

In the talks on pay and conditions, the union is prepared to provide cover for the first day of a teacher's absence if it can obtain agreement on guaranteed non-classroom time for marking and preparation, and on adequate supplies of temporary teachers to stand in for absentees.

Ford to invest £45m at component plants

By Edward Townsend, Industrial Correspondent

Ford of Britain said yesterday that it planned to invest about £45 million at three of its component plants in the next four years, but said that a London factory would probably close with the loss of about 300 jobs.

The investment programme, which will however lead to more than 100 job losses in the next three years, involves plants in Belfast, north London and South Wales.

The bulk of the spending, about £30 million, will be spent on modernizing the Belfast plant, bringing the total investment there in the past 10 years to £53 million.

Mr Bill Hayden, vice-president of Ford of Europe, said the decision to invest came after a long and detailed study of the plant's viability. He said that without injection of new work, the outlook would have been bleak.

The Belfast plant will manufacture oil and water pumps for the Ford 2.5 diesel-injection engine, the CVH petrol engine range built at Bridgend in South Wales, and two new engines under development.

The company is also to invest £5.3 million at a plant in Treforest, South Wales, and £9.2 million at Enfield on spark plug production. That investment will lead eventually to 38 and 63 job losses respectively at the two locations. Ford is also to spend £300,000 at the company's electrical and electronics operations headquarters at Basildon, Essex.

Talks on Wapping dispute

By a Staff Reporter

Staff representatives from News International's workforce at Wapping are to meet Mr Rupert Murdoch for talks on the six-month dispute.

The salaried staff council, which represents all employees except journalists, requested the talks to clarify details of Mr Murdoch's recent meeting in Los Angeles with leaders of the electricians' union, EETPU.

Mr Eric Hammond, the union's general secretary, put proposals to the News International chairman at that meeting for a resumption of negotiations with traditional print union leaders representing 5,500 workers who were dismissed. The company said last night that the meeting with staff representatives would take place within the

Wapping demos 'exploited'

Print unions could not be held responsible for people with "wild minds" who take a "sadistic delight" in exploiting demonstrations at the News International plant in Wapping, east London, it was claimed in the High Court yesterday.

Mr Eldred Tabachnik QC, for Sogat '82, also said that the right of the unions to hold marches to Wapping was as lawful as the royal wedding procession next week. He was speaking on the fifth day of News International's bid to curb mass picketing at its plant.

Processions were perfectly lawful provided they were peaceful and orderly, Mr Tabachnik said. People not involved in the dispute may wish to exploit them, but it was absolutely clear their behaviour was not condoned or authorized by the union.

He told Mr Justice Stuart-Smith that when considering whether to grant an injunction against Sogat and the National

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By Michael Horscoe

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By Craig Seton

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Teenage fruit machine gamblers are a threat to families, parents say

By Angela Johnson

The number of teenage gamblers in Britain addicted to playing fruit machines is becoming a growing menace to family life, a newly-formed parents support group claimed yesterday. Parents of Young Gamblers, which was launched at the House of Commons, says youngsters aged 10 and 12 are often seen entering gambling arcades where they spend hours gambling on fruit machines. Many eventually turn to crime as a means of funding their addiction.

Teenagers who become compulsive gamblers, often withdraw from family life, developing an obstinate sullessness. Parents of Young Gamblers hopes that as a group it can offer advice, information and help to bring about greater public awareness of the need for legislation to reduce the growing number of victims.

Although the number of youngsters affected by this gambling addiction is unknown, Gamblers Anonymous say the 2,000 children, who are brought in each year by their parents seeking help, is "just the tip of the iceberg".

Mrs Hazel Nathan, of Yeovil, Somerset, whose 20-year-old son, Andrew, has been gambling since he was

12, said he had to steal to fund his addiction. "At first, it was taking money from the family and even selling pieces of my jewellery, but once he left school things became worse and he began stealing from his employers."

"He would come out of court with a fine for £500, which the family had to pay, only to end up back in court within a short time for the same offence of stealing, and on one occasion, burglary."

"The last straw for me came when he stole and sold the final present given to me by my husband before he died. I was devastated, and it made me realize how big a problem he had."

"We are now working together to try and contain it, but it will take some time."

Mrs Nathan recently delivered a 3,000 signature petition to Yeovil council calling for closer examination of the effect the town's three amusement arcades were having on teenagers. She would like to see an age limit introduced for the users of such arcades.

Her son, who was recently convicted of stealing £500 from his employers, said he became addicted to gambling on machines during family

holidays at the seaside. This compulsion led to his spending an average £35 an hour. He would spend his entire week's wages within hours of getting it.

"I was stealing money from anywhere I could get my hands on it without any regard for the consequences. It is an addiction which took over my way of life," he said.

Gamblers Anonymous said they were not always able to help such youngsters, because they could not relate to the problems of older gamblers, who make up most of their membership, and soon dropped out.

"The sad thing is that they usually return some years later as adults, who have spent several years in prison as a result of crimes committed to fuel their addiction," a spokesman said.

Parents of Young Gamblers are being supported by the Amusement Arcade Action Group, who have been pressing for a law to regulate the siting and operation of amusement arcades and slot machines.

Parents of Young Gamblers is based at Memorial School, Mount Street, Taunton, TA1 3QZ. Miss Sarah Ferguson will ride from Clarence House to



Mr Andrew McGill, a wedding procession footman, who saw the post at a Jobcentre (Photograph: Bill Warhurst).

Full rehearsal for wedding procession

By Alan Hamilton

Royal coaches and nearly 200 troopers of the Household Cavalry were due on the streets of London at dawn this morning for a full-scale rehearsal of the royal wedding processions to and from Westminster Abbey, with officials checking the timing of the journeys.

The rehearsal was due to finish by 6.30am so that morning traffic would not be disrupted.

Yesterday the Royal Mews at Buckingham Palace gave a preview to journalists of the nine coaches and 28 horses to be used on the day.

Miss Sarah Ferguson will ride from Clarence House to

the abbey in the Glass Coach, which was built in 1910, bought by King George V for his Coronation, and was used to carry the Princess of Wales to her wedding in 1911. Prince Andrew will ride to the abbey, and the couple will return, in the magnificent 1902 open-top state landau.

The Queen and other members of the Royal Family will also travel in open landaus, unless it is raining. In that case the bride and groom will return in the Scottish State Coach, and the Queen in the Irish State Coach.

Lieutenant-Colonel Sir John Miller, the Crown Equerry in charge of the Royal Mews, said that in the event of a sudden change in the weather

the coaches could be switched very quickly, even while the service was in progress.

The Glass Coach will be drawn by two experienced bays, Brown Owl and Goshaw, and driven by royal coachman Mr Cecil Nelson, who has been promoted since the 1981 royal wedding when he was an outrider.

Among the coachmen and footmen on the carriages will be several armed police disguised as Royal Mews staff. The real footmen include Mr Andrew McGill, aged 23, of Liverpool, who was unemployed until he saw the post advertised in his local Jobcentre.

● The Archbishop of Canterbury, Dr Robert Runcie, and Mr James Wilkinson, his cross-bearer, have been invested with an unexpected authority for the royal wedding (Gavin Bell writes).

Apart from sanctifying the marriage, they will be in a position to permit - or to deprive - millions of television viewers throughout the world a glimpse of the couple's faces during the ceremony.

ITV executives said yesterday that the couple's faces could be blocked if Dr Runcie or his assistant move in front of a remote-controlled camera. Mr Barrie Sales, ITV's executive producer for the event, said: "If they move six inches either way, we could be in trouble."

Two other candidates were London's docklands and parts of the West Country affected by tin mining outcrops. The report said that the docklands offered "an exceptional opportunity" for the development of a wide range of tourist accommodation.

Research on job creation by the tourism and leisure industry indicated that jobs rose by 43,000, or 3.5 per cent, in the year to June 1985.

Lord Young discounted fears that the decline in American tourists, arising from the weak dollar and recent terrorism scares, might curb the growth in tourism jobs. He said that the industry was now "back on course".

Drink case doctor cleared by GMC

A Highland doctor accused of attending patients while under the influence of drink was yesterday cleared of the last of 10 charges against him by the General Medical Council's professional conduct committee in London.

Dr John Austin Forbes-Proctor, aged 46, of Kirkhill House, Tongue, Sutherland, was on Tuesday acquitted of nine charges and the committee decided yesterday that the final charge was not proved.

The doctor, who usually travels his 850-square mile area in a Forbes tartan kilt and deerstalker hat, gave evidence on the final charge yesterday. He alleged that he drank a glass of whisky before attending to a patient lying unconscious at his feet.

After his acquittal the doctor said he was "absolutely delighted" with the verdict. He said he intended to maintain the same high standard of care to all his patients. "I do not know of any of them ill will whatsoever."

Asked if he would have a drink to celebrate his acquittal he said: "Certainly not."

In evidence yesterday he admitted that he did "partake of a small portion of a glass of whisky" but claimed that was after he examined a patient known as Red Pete, who knocked himself out in a tavern.

He said that during the examination of Red Pete one of the local people had said: "Better give the doc a dram."

He said he left the whisky for

a while but when he saw that Red Pete had started to regain consciousness and while waiting for the ambulance to arrive he had a sip of whisky.

He said that about 20 minutes later, when the ambulance had taken Red Pete to hospital, he finished his whisky and went home.

He said that Red Pete had "fallen so many times both in the bar and at his home" that it was common practice to ignore such an occurrence. That evening there had been a general lack of concern over the incident.

Cross-examined by Mr Bernard Livesey for the GMC, the doctor said it was "absolutely untrue" to suggest he was a doctor who placed drink before the immediate interests of his patient.

After the committee announced its decision, Lieutenant-Colonel John Moncrieff, aged 56, who owns the Ben Loyal Estate in Tongue, shouted at the committee from the public gallery.

Miss Jackie Baldwin, chief witness in the last charge, after the acquittal: "We didn't come here to tell lies. I have been made out to be the chief liar in this case. We are a close-knit community and we are all terribly worried about today's outcome."

Mrs Margaret Mackay, of Tailmeir, near Tongue, said: "What shall we do? Do we go back to the doctor we have such little faith in or do we travel 20-odd miles to find another doctor?"

Divorcee 'in death cash offer'

William Jones, an oil rig worker, told a jury yesterday how a wealthy divorcee offered him £10,000 to kill her former husband.

He told Cardiff Crown Court that Joyce Topham, aged 48, paid his air fare from Norway to Britain before offering the deal.

Mr Jones, aged 42, who is resident in Norway, said: "She wanted him dead and she offered me £10,000 to do it." He said that he had twice been to a casino with Mrs Topham and had seen her bet thousands of pounds.

Mr Gerard Elias, QC, for the prosecution, told the court that when Mr Jones refused the contract, Mrs Topham killed her former husband, Ken Topham, aged 68, herself.

Mr Jones said: "There were papers involving black money held at Mr Topham's house and she wanted to get them back."

He said that Mr Topham carried his keys all the time and Mrs Topham had made arrangements for Mr Topham to come to her house to collect some jewellery.

He added: "She suggested she wanted him done. She said, 'I want him dead'."

Joyce Topham, of The Walk, Roath, Cardiff, denies murdering Kenneth Topham and denies soliciting Mr Jones to murder him. She also denies burgling Mr Topham's home in Wordsworth Avenue, Cardiff. The case continues.

Matchbox bomb sent to Hurd

By Michael Horsnell

A matchbox bomb intended for Mr Douglas Hurd, Home Secretary, ignited yesterday at the Home Office in Queen Anne's Gate, central London.

The incendiary device, consisting of matches and a phial of inflammable liquid packed into a matchbox is believed to have been sent by the Scottish National Liberation Army.

Officers from Scotland Yard's anti-terrorist squad were called after security staff at the Home Office intercepted the suspicious package, which was addressed to Mr Hurd. All mail addressed to ministers is checked before being forwarded.

The package ignited in a secure area upon opening but caused neither damage nor injury.

A spokesman for Scotland Yard said: "It was a very amateurish device."

It was similar to devices sent during the past two years by the SNLA to ministers and MPs.

Mr John Bird, leader of Wolverhampton council, accused senior academics at the local Bilston Community College of naivety for appointing Mrs Diane Dietmann, nine months after she was dismissed by Brent council, north

Mother ordered to pay £200,000 in lost bail

A "devoted" mother was ordered to forfeit £200,000 yesterday because her son jumped bail and went on the run.

Judge Michael Combe said in the Central Criminal Court that Mrs Clare Cohen, aged 58, had been "deceitful" and had concealed the whereabouts of her assets.

Ordering her to hand over the money within six months or face a year's imprisonment, the judge said that Mrs Cohen, a survivor from a Nazi concentration camp, of Rodborough Road, Golders Green, north-west London, had deliberately attempted to avoid her obligations by claiming she had no money.

The judge said that in making his sad decision he took into account that Mrs Cohen suffered from ill health because of "her tragic past" and had been abandoned by her unscrupulous and lying son, Ronald, aged 34.

Ronald Cohen, a Hutton Garden bullion dealer, facing charges of evading £7 million VAT on gold sales, skipped bail in April and is believed to be living in Montreal with his wife and two children.

Mrs Cohen stood surety for £225,000 to guarantee his attendance for trial but the judge said she would not forfeit the full amount. The court was told that since he disappeared Mrs Cohen had arranged the sale of two houses and sent the proceeds of £220,000 to her daughter in Israel. She claimed that she had paid off thousands of pounds of her son's debts and had "nothing left".

Mrs Clare Cohen after the court hearing.

Dr Frank Reeves, vice-principal of Bilston Community College, who has defended the appointment, said: "We believe that she is a highly qualified professional who impressed the interviewing panel with her sincerity and commitment."

Councillors are not normally involved in the appointment of staff at the college below the level of principals and vice-principal, but officials have been asked to discover if there was reason to withdraw the job.

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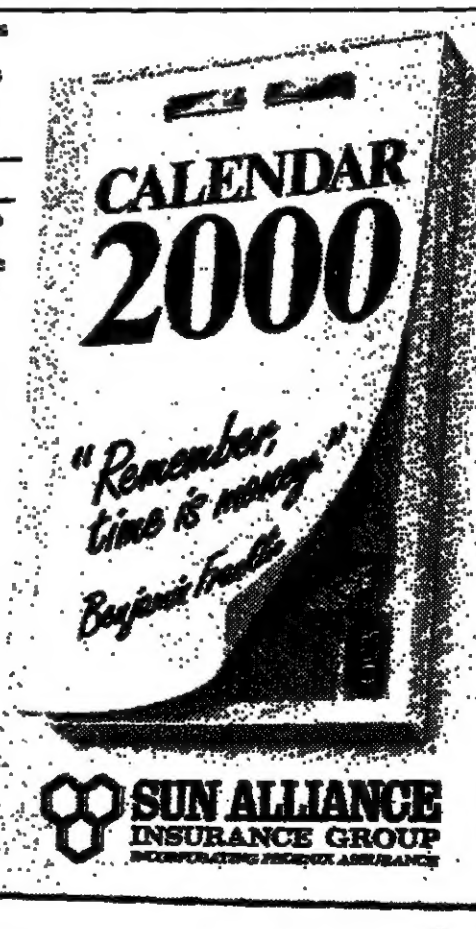
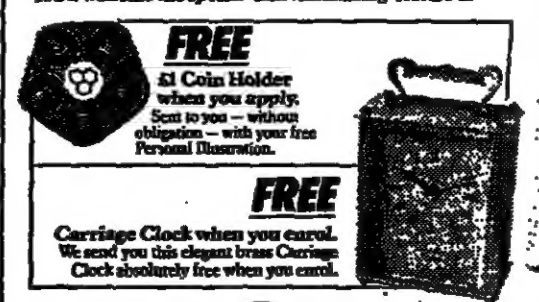
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| 30-35 | 3,649 | 3,494 | 3,649 | 10,795 | 3,649 |
| 35-40 | 3,875 | 3,791 | 3,875 | 11,546 | 3,875 |
| 40-45 | 4,101 | 4,088 | 4,101 | 12,297 | 4,101 |
| 45-50 | 4,327 | 4,385 | 4,327 | 13,048 | 4,327 |
| 50-55 | 4,553 | 4,682 | 4,553 | 13,799 | 4,553 |
| 55-60 | 4,779 | 4,979 | 4,779 | 14,550 | 4,779 |
| 60-65 | 5,005 | 5,276 | 5,005 | 15,301 | 5,005 |
| 65-70 | 5,231 | 5,573 | 5,231 | 16,052 | 5,231 |
| 70-75 | 5,457 | 5,870 | 5,457 | 16,803 | 5,457 |

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| 20-25 | 7,964 | 7,044 | 7,964 | 22,983 | 7,964 |
| 25-30 | 8,503 | 7,583 | 8,503 | 24,611 | 8,503 |
| 30-35 | 9,042 | 8,122 | 9,042 | 26,239 | 9,042 |
| 35-40 | 9,581 | 8,661 | 9,581 | 27,867 | 9,581 |
| 40-45 | 10,120 | 9,200 | 10,120 | 29,495 | 10,120 |
| 45-50 | 10,659 | 9,739 | 10,659 | 31,123 | 10,659 |
| 50-55 | 11,198 | 10,278 | 11,198 | 32,751 | 11,198 |
| 55-60 | 11,737 | 10,817 | 11,737 | 34,379 | 11,737 |
| 60-65 | 12,276 | 11,356 | 12,276 | 36,007 | 12,276 |
| 65-70 | 12,815 | 11,895 | 12,815 | 37,635 | 12,815 |
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COMMENTARY

Negotiations still the best and quickest way to end apartheid

SOUTH AFRICA

Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, told the Commons that if his mission to South Africa did not procure tangible and substantial progress in South Africa, he would regard agreement on some further measures as likely to be necessary.

He outlined the main points he will be putting to President Botha of South Africa and Mr P. W. Botha, his Foreign Secretary, when he is in that country. He said he would use these meetings to explore the intentions of the South African Government to take measures further to dismantle apartheid. He would urge on them the need to act rapidly and decisively in that direction if further tragedy was to be avoided.

Most urgently of all, he would press on them the need to release Nelson Mandela and other political detainees and to unban the ANC and other political parties.

The Foreign Secretary also set out the five main propositions he had put to each of the four leaders of African states he had so far met — three on his first visit to Africa and one that day in London. These were:

● Apartheid must give way to a non-racial fully representative society.

● It should be acknowledged that change in South Africa had taken place. There must be more and more quickly but it would be wrong not to acknowledge the change that had taken place.

● Negotiations still remained the best and quickest means of bringing apartheid to an end. Violence would prolong the process of change and prolong misery. The right setting for dialogue and change should be the suspension of violence on all sides.

● He had made the point that comprehensive mandatory sanctions would not, as some liked to believe, create a constitutional crisis of major dimensions which involved the Palace itself. Events had reached such a stage that, according to several senior cabinet colleagues, he was warning the Prime Minister of a constitutional crisis during the past 24 hours.

Mr Healey was moving an Opposition motion urging the Government to support the adoption of effective economic measures against South Africa, recommended by the Eminent Persons Group, to exert strong pressure and promote the ending of apartheid.

The motion said this was essential to prevent a bloodbath in South Africa with all the economic, social and political chaos.

Mr Healey said the Foreign Secretary had never wanted to go on his mission to Africa. He had had an altercation with the Prime Minister as he was entering the aircraft on the way to Harare. According to newspaper reports, the Prime Minister had said that if that was the way he felt, perhaps he had better not go at all.

If the Prime Minister was really determined on this mission of appeasement (he said), why did he not follow the precedent set by Neville Chamberlain and go himself?

After the Foreign Secretary had left, she drove off after mail into the coffin of his mission with an astonishing series of interviews.

Sir Geoffrey Howe moved a Government amendment reasserting Britain's commitment to the Commonwealth and the goal of peaceful change in South Africa through negotiation and expressing the belief that general economic sanctions would not help to secure that objective.

It noted that the Government was committed by the Nassau Accord and the declaration by the European Council at the Hague on June 27 1986 to consultations with the Commonwealth, Community and other allies on further measures which might be needed and welcomed the Foreign Secretary's efforts as President of the Twelve to establish conditions in which negotiations could take place.

He said that explicit recognition by the leaders of the South African Government that apartheid must end was an important step in the right direction. He understood the fears of some South Africans which acted as a constraint on change. But these fears were more likely to be fulfilled if

compliance and the insipid ignorance from which it springs.

Mrs Thatcher had referred to the Rhodesian settlement by negotiation. But that settlement took place only because she reversed the policy on which she was elected, under pressure from the Commonwealth, at a conference attended by the Queen against Mrs Thatcher's firm advice.

Before his visit to South Africa he had believed that a gradual escalation of sanctions by steps was the best way forward, but since his visit he had changed his mind. Every single person he had spoken to in the black community inside and outside that country, as well as businessmen in the white community, who believed sanctions were necessary, believed that by far the best way would be comprehensive mandatory sanctions because that would bring the matter to a head faster.

He agreed with Mr Malcolm Fraser that it was not a question of turning the screw gently but of a hard blow.

Mr Denis Healey, chief Opposition spokesman on foreign and Commonwealth affairs, opening

the debate, said that the Prime Minister had already wrecked the Commonwealth Games and now risked wrecking the Commonwealth as well.

He had also created a constitutional crisis of major dimensions which involved the Palace itself. Events had reached such a stage that, according to several senior cabinet colleagues, he was warning the Prime Minister of a constitutional crisis during the past 24 hours.

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brave decisions were not taken to bring about change rapidly enough. The decisions to be taken would require great bravery.

The European Council wanted dialogue rather than violence to achieve peaceful change. The Council recognized the importance of the work of the Eminent Persons Group, a group which came into being, not because of the obduracy of the Prime Minister, but because Mrs Thatcher and other Commonwealth leaders were able to reach a common position.

Because the European Council desired to renew the momentum of the work of the EPG he was asked to undertake a fresh mission on behalf of 12 European states. He did not underestimate the difficulty of that task.

While in South Africa (he said) I shall seek also to meet a wide range of people of all colours representing all opinions throughout South Africa. I recognise there has been reluctance so far on the part of some South African leaders. Whether or not they agree with our approach at present, I cannot believe it is wise for them to withdraw advice at this stage from the mission I am undertaking. I hope on reflection they will be able to accept the sincerity of the mission I am undertaking on behalf of the EPG.

This Government more than any other British government had implemented fully and conscientiously with its European partners a whole series of measures designed to make clear its view of the imperative need to bring apartheid to an end.

These measures affected economic, sporting and cultural relations between Britain and South Africa. They had been calculated not to threaten, not to destroy, but to change and to promote change — the need for which they were all agreed.

Possible further measures to achieve that objective were not excluded. The Prime Minister had said Britain was not negotiating through weakness but in a way believed to have the best chance of success. That was precisely the same fashion in which he would conduct the mission entrusted to him.

It was agreed that in the next three months the community would enter into consultations with the other industrialized countries on further measures which might be needed.

There was and is (he said) no concept of automaticity about further measures. He agreed to consider them. I am engaged in a mission to South Africa, not to promote measures but to seek the changes, to seek the commitments to progress we all wish for on all sides of the House and every country in the EEC and Commonwealth.

It must be recognized that I may not achieve these changes. If the mission does not procure tangible and substantial progress in South Africa I would regard agreement on some further measures as likely to be necessary.

From Opposition speeches he took it to be common ground that a policy of general economic sanctions would not be in the interests either of the British people or South Africa.

Mr Neil Kinnock, Leader of the Opposition, intervened to say that despite an undertaking, there had been no answer to the question of what would happen if the mission did not achieve its objectives.

If it is the case (he said) that the absolute conditions of the unconditional release of Nelson Mandela and the validation of the ANC does not take place as a consequence of his first or second meeting with P. W. Botha, when then is he going to be prepared to consider further measures will not impress the Afrikaans, and least of all the rest of the world.

Sir Geoffrey Howe said it was beyond doubt both within the Commonwealth and in the Commonwealth that if the mission did not procure substantial progress then consideration would be given to further measures on the basis of the objectives he had frequently described.

My mission is not an easy one (he said) but it is a way that does have a chance and with the support of the House I shall continue to strive for the success of that mission.

Dame Judith Hart (Clydesdale, Lab) said she was distressed that the debate was not devoted to consideration of what was likely to be faster acting, most effective, totally enforceable and have the least effect on the front line states, namely financial sanctions.

Mr Edward Heath (Old Bexley and Sidcup, C) said the situation was confused and the Government had a great responsibility for that. The Opposition was arguing for effective deterrents and the Government was arguing for not-overall deterrents. Did not overall deterrents exclude effective deterrents?

It is this situation which is leading to a false situation (he said). It is giving the impression that the Government is with only the greatest reluctance considering the situation in South Africa or taking any action about it.

Sir Geoffrey had to make plain, during his visit to South Africa, that effective action would be taken.

We must get away from this confusion as to whether they are measures or sanctions (he said). The purpose of them all is to change the South African Government, to change its situation.

South Africa believed that when it came to the crunch, it would always get the support of the American administration and the British Government. It was firmly convinced of this, believing it could always use the communist threat as the argument to handle Washington and Whitehall.

The irony of this was that the more South Africa continued with its present policy, the more it drove the black population into communist hands.

It was not true to say that sanctions had no effect on Rhodesia. It had taken a very long time but it did have the effect of bringing Mr Smith to negotiate.

As a result of Mr Smith not being prepared to go so far, he then had an internal crisis, led from inside. That would happen in South Africa. There would be the most ghastly bloodshed and the Government would be swept away.

It was possible to act on the banks in South Africa, to agree withdrawal of consular representation and to act on the airlines. It might be that one would have to give notice to cancel airline arrangements, but if this took time it would be hanging over South Africa, anyway.

Agriculture was probably a good place to start. Action on industrial goods would be more difficult to handle. But these things must be done in conjunction with the United States, the Community and Japan.

He was worried that Congress would use its powers and that the President would be forced to go along with it, and Britain would find herself isolated unless they were prepared to take further action.

He did not see how full sanctions would be possible without a blockade because of the need for enforcement; that must be recognized at the start.

These were measures which one was loath to take, but one had to balance the pros and cons.

This was a grave situation moving with rapidity. He called for unity in the country about what to do to deal with the situation.

Mr Alan Beith (Berwick upon Tweed, L) said the Foreign Secretary's speech had contained many obstacles and references to the Prime Minister. He increasingly gave the impression that he carried no authority with him, no more authority than a Queen's Messenger carrying a Foreign Office bag from capital to capital or the cabin crew pouring the drinks on the plane. This was ludicrous and humiliating for him.

The Opposition motion was rejected by 319 votes to 204 — Government majority, 115, and the Government amendment agreed to.

He said that the Prime Minister had said Britain was not negotiating through weakness but in a way believed to have the best chance of success. That was precisely the same fashion in which he would conduct the mission entrusted to him.

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King defends role of RUC in determining routes of Protestant marches

ULSTER

Operational decisions of the RUC on the routing of marches were entirely a matter for the Chief Constable of Northern Ireland, Mr Tom King, the Secretary of State for Northern Ireland, said in a statement today in response to complaints by Mr Peter Barry, Foreign Minister of the Irish Republic, to Mr King that the RUC had allowed loyalist marches through Roman Catholic areas at the weekend.

Mr King expressed his support for the way in which the RUC sought to deal even-handedly with both communities and to protect law-abiding people from violence from whatever quarter it came.

He was replying to a private notice question from Mr Ian Goss (Eastbourne, C), who warned that the complaints made by Mr Barry were only a precursor of further serious disagreement between London and Dublin as a result of the signing of the Anglo-Irish agreement.

Mr Goss: He has quite rightly made it clear that responsibility for operational matters of the RUC are not a matter for him but are a matter for the chief constable. Will he make it doubly clear that there is no responsibility whatever employed by the Foreign Minister of the Irish Republic for operational matters which fall within the responsibility of the chief constable?

Will he remind the Foreign Minister of the Irish Republic that the provisions of the Anglo-Irish agreement that the conference has no responsibility for operational matters?

Mr King: While there are at this time of year, in the marching season, great tensions in Northern Ireland, at the same time it is the widespread view, held on both sides of the community, that the violence that took place, while regrettable, was very much less than it might well have been and was produced by a lot of that had to do with successful and wise policing decisions.

Mr Enoch Powell (South Down, OUP): Contrary to the statements of the Government, the Government of the Irish Republic is under the impression that the Anglo-Irish agreement has given it a voice in the internal administration of a part of the United Kingdom. What steps does the Government intend to take to correct that impression?

Mr King: The impression that the Government has always been concerned about issues affecting the nationalist community in Northern Ireland and has made representations over the years about different aspects that have given rise to concern. I think we

placed upon them since the signing of the Anglo-Irish agreement.

Was it not claimed for the agreement that such interfering in the internal administration of Northern Ireland would be prohibited by the existence of the agreement. It should be cancelled as another example of its failure and allowed to wither.

Mr King said the RUC had been working under the same sort of strain last year at the time of the

should recognize that has been the practice in the past as well.

Mr Julian Amery (Brighton, Pavilion, C): Has he considered the article written by his Minister of State in which he argues the case against integration, that this would be contrary to the Anglo-Irish agreement? Could there be a clearer admission that we have surrendered an element of sovereignty to the Republic and can he be surprised that the Irish Foreign Minister has taken the action that he has?

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marches. It was always a difficult time.

Mr Tom Doherty (Linlithgow, Lab) asked if there had been any consultation by Mr Barry before the statement had been made. Mr King said there had not. The Irish Republic had always expressed concern about the dangers to which the nationalist community might be exposed.

Sir Eileen Griffiths (Barry St Edmunds, C) said Mr Barry had made a public statement about what should happen in English territory. How dare he?

Mr King said he understood the concerns of the Irish Government which it had always expressed about the nationalist community. It was to be hoped that each community would respect the traditions of the other.

Mr Dale Campbell-Savours (Wokingham, Lab): Is this not making a mountain out of a molehill?

Mr King said that would be for the House to judge. The Government was determined to see proper appreciation was given to the RUC for the vital work it did in the service of law and order.

Mr Michael Meadowcroft (Leeds West, L) said the remarks by Mr Barry had been misconceived and counterproductive. The House should support the RUC in policing the Anglo-Irish agreement.

Mr King said it was not a question of policing the agreement, but the preservation of law and order and the repatriation of violence from whatever quarter. The RUC was totally committed to that policy.

Mr Stuart Bell, an Opposition spokesman on Northern Ireland, said the agreement had provided a consultative framework whereby the Irish Government could make representations to the United Kingdom Government on behalf of the nationalist community in the North to prevent ad hoc statements from Dublin that in the past had been unhelpful to Anglo-Irish relations.

There was anger behind the statement by the Irish Foreign Minister that innocent people could be attacked and injured. But violence could not and would not solve the Anglo-Irish agreement torn up, and the House would not succumb to inordinate and extreme pressure.

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Geoffrey Smith

Mr Peter Barry's outburst against the RUC's handling of the Portlough marches may well signal the end of an Anglo-Irish agreement as an effective instrument of policy in Northern Ireland.

The public response from Mr Tom King, as Secretary of State for Northern Ireland, has been restrained, but it would be surprising if the British Government were not privately angry at the Irish Foreign Minister's remarks.

Mr Barry has done what would be regarded as improper for any British minister to do in any part of the United Kingdom. He has subjected the police to political abuse for their operational decisions. It is not even fair criticism. The police exercised their judgement in very trying conditions in a way that at least avoided the danger of much more serious bloodshed.

Has Mr Barry forgotten how recently the RUC, and their families were being attacked by Protestant extremists for the manner in which policing was being conducted in the province?

He has done something more damaging than inflict a temporary affront upon the British Government. He has inflamed Protestant opinion, deepened Protestant suspicions over the agreement and exposed some of the inherent weaknesses in that arrangement.

Responsibility without power

If his conduct were inexplicable it would be less serious. There are ministers in every government who occasionally act in unfathomable fashion. Other governments are wise to take such aberrations in their stride, but it is not in fact difficult to understand what Mr Barry has been up to.

The Anglo-Irish agreement confers upon Irish ministers not power without responsibility — in Baldwin's biting phrase, the prerogative of the harlot down the ages — but responsibility without power. Under the terms of the agreement they do not have the right to determine policy in Northern Ireland, but because they have the right to be consulted, because they are therefore expected to exercise influence, they are liable to be held to account for what is decided.

If their influence is too evident the Protestants complain that they are talking over the province, but if they fail to prevent decisions that are displeasing to the Roman Catholics, they are thought to have let down their own side.

A strong government might be able to ride out these pressures, but after the loss of the divorce referendum, Dr Garret Fitzgerald's administration has looked uncomfortably close to a government on the run. It could not afford to look ineffective in Northern Ireland as well as in the Republic.

Suspensions encouraged

So Mr Barry felt impelled to demonstrate in the most dramatic possible fashion that he has not acquiesced in the policing strategy over the marches. However in publishing his criticism he has inevitably outraged the Protestants.

Japan's fishing fleet is very particular about its chips.



Whenever a Japanese fishing boat lands a tuna, it's almost certainly thanks to British technology.

The radar that spotted the blighter in the first place will more than likely feature a microchip devised over here by Plessey.

Because even the Japanese would admit they've yet to beat us for a radar image free from "Clutter."

(In plain English, a clearer picture.)

A coals to Newcastle story if ever there was one. And there's plenty more where that came from.

The OK from Akai

Our chips have found their way into everything from Japanese TVs to hairdryers.

The Nippon Telephone and Telegraph

company have just given the thumbs up to our latest switchboard system.

Only last week, the mighty Akai placed a large order for a development of ours called the Data-slicer.

It makes their video recorders the brainiest on the market.

The little marvel will actually listen out for any programme running late and re-set its own recording time.

The world's our oyster

Mind you, it isn't only the Japanese who find themselves on the receiving end of our know-how.

We're currently packing off payphones to Mexico. A data system to Jamaica. One type of radar for the Danish Navy. Another for the Sultan of Oman's Air Force.

Not to mention the thousands of miles of fibre optic systems we are supplying to countries all over the world.

A bid for freedom

Quite simply, Plessey have the technology to beat the world's best at their own game.

We're advanced enough to go on leading the way in telecommunications, defence and, of course, micro-electronics.

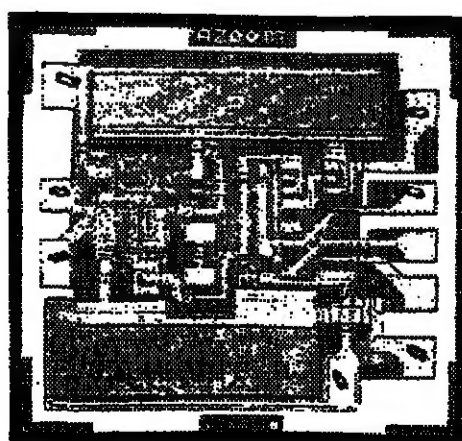
Indeed, we've already set out the strategic plans that will enable us to do so.

Only one thing can stand in our way.

The loss of independence.

As far as we're concerned, only our rivals abroad could benefit from that.

PLESSEY
The height of high technology.



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By Sheila Gunn
Political Staff

South African Prime Minister P. W. Botha has today backed Margaret Thatcher's policy of imposing economic sanctions on South Africa. Mr. Botha, who is visiting London, said that the British Prime Minister's approach was "the only way to bring about a change in the South African Government's policy." He added that the British Government's policy was "the only way to bring about a change in the South African Government's policy." He also said that the British Government's policy was "the only way to bring about a change in the South African Government's policy."

Mr. Botha's statement comes in the wake of a speech by Mrs. Thatcher in which she said that the British Government was "committed to a policy of economic sanctions on South Africa." She said that the British Government was "committed to a policy of economic sanctions on South Africa." She also said that the British Government was "committed to a policy of economic sanctions on South Africa."

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Rethink in Commonwealth as US shifts on sanctions

Senate pressure forces Reagan to modify his policy on Pretoria

From Christopher Thomas, Washington

President Reagan is set to unveil modifications to his "constructive engagement" policy towards South Africa, perhaps in about a week, in an attempt to placate a rapidly hardening mood in the Senate in favour of tough economic sanctions.

The Administration is privately urging leading senators to delay any sanctions vote at least until October to give time to co-ordinate the new policy direction with Britain and other West European nations.

Tactics will be discussed in talks at the State Department today between Sir Geoffrey Howe, the Foreign Secretary, and Mr George Shultz, the US Secretary of State.

The reluctant policy reassessment seems to be the direct result of warnings by senior congressmen that a substantial majority of senators now favour across-the-board punitive measures. A stiff sanctions Bill is being considered in the Senate.

The review is based on the central premise that the US should continue close involvement with South Africa in an attempt to persuade it to negotiate with the black majority.

In an important departure

from present policy, the Administration may raise the possibility of future sanctions if Pretoria refuses to begin serious talks.

A tentative Administration plan to name a black businessman as the next ambassador to Pretoria is seen here as a gesture to buy time while policy options are examined.

Administration officials say they are conducting a "comprehensive review" of those options, but the review will be narrow because of President Reagan's staunch opposition to tough economic and diplomatic sanctions.

Senator Richard Lugar, chairman of the Senate foreign relations committee, said a large majority of the Senate wanted to "cast a vote to indicate their unhappiness" with Administration policy.

Similar warnings were echoed yesterday by other senior Republicans.

Pro-sanctions senators are convinced that they have enough votes to overcome a filibuster on the floor by opponents of sanctions.

But the chances that a sanctions Bill will become law are still remote. There are probably not enough votes to overcome a presidential veto.

In any case, the legislative

agenda is already seriously overcrowded in the run-up to the November elections.

The revised policy may be announced formally in a speech by President Reagan or it may be allowed to unfold when Mr Shultz testifies before the Senate foreign relations committee next Wednesday.

The Administration headed off demands for tough sanctions last year by imposing limited measures itself, including restrictions on the export of certain computers to South Africa.

But the pressure is once more back. The Democrat-controlled House of Representatives has already approved legislation for a total trade embargo and to force American companies to withdraw their investments.

A similar Bill has been sponsored in the Senate by Senator Edward Kennedy, a Democrat from Massachusetts, and Senator Lowell Weicker, a Republican from Connecticut.

Administration officials say they are determined to prevent Congress laying down policy towards South Africa. But they acknowledge that an anti-apartheid package could pass the Senate soon.

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The Zimbabwean leader said the front-line states needed to "sit down and examine the issue" at its summit here tomorrow.

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Mugabe warns against break-up

From Jan Raath Harare

Mr Robert Mugabe, the Prime Minister of Zimbabwe, has cautioned members of the Commonwealth against leaving the group in reprisal for Britain's refusal to impose comprehensive sanctions against South Africa.

Speaking yesterday in the House of Assembly, Mr Mugabe said: "Good as it might be for us to demonstrate that the best way of indicating our dissatisfaction with Britain is to quit the Commonwealth, that might also have its own effects."

He asked: "If the Commonwealth were to disintegrate today, would that add weight to the pressures against South Africa, or would it diminish those pressures?"

His statement followed repeated threats by President Kamanda of Zambia, the chairman of the southern African front-line states, to withdraw his country from the Commonwealth if Britain maintained its refusal to impose sanctions.

Early next month, President Kamanda sits as chairman of the seven-member Commonwealth Committee to examine the report of the Eminent Persons' Group, which in June concluded that Pretoria showed no signs of beginning dialogue to dismantle apartheid.

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Syrian soldiers patrolling a west Beirut checkpoint yesterday in a search for gunmen who clashed in the Muslim sector. It was the first outbreak of violence in the city for 12 days.

Party of God casts shadow over Syrian security plan

From Robert Fisk, Beirut

It is a truth universally acknowledged — at least in Lebanon — that security plans fail. But perhaps it is still too early to claim this fate for Syria's latest military initiative in west Beirut.

Yesterday afternoon Syrian troops were searching cars on the seafront in front of the old Ein Mreisse mosque with all the aplomb of film stars: indeed, Lebanese and Syrian television crews were filming their "peace-keeping" efforts.

But up the airport road, next to the unfinished Shia mosque, a thin man with a closely cropped beard and dressed in ill-fitting Marine camouflage fatigues was ordering foreigners to stop at the side of the road. The truck beside him, surmounted by an anti-aircraft gun, bore the words Hezbollah (Party of God).

So why were the extremist Shia Muslim militia controlling this most important of highways when the Lebanese Army — supported, of course, by the Syrians — were supposed to be in charge?

It is a question that should not be asked on the airport road, that boulevard of broken palm trees, breeze-blocked refugees bungalows and red earth which has discreetly witnessed more kidnappings than most streets in Beirut.

On Tuesday night, for example, the Hezbollah, objecting to the searches carried out by Lebanese troops on the road, opened fire on the soldiers, wounding two of them while sustaining two casualties of their own. A few hours later, an angry Hezbollah statement accused "certain elements" of the Lebanese Army's Sixth Brigade of being "in league" with Christian army units based near the President's Palace at Yarz.

This was bad news. The Syrians had hoped, if somewhat forlornly, that the Hezbollah had accepted their "security" plan and would leave the Lebanese Army alone.

Brigadier-General Ghazi Kenan, the head of Syrian military intelligence in Lebanon, has held many talks with Sheikh Mohammad Hassan Fadlallah, the spiritual (though not actual) leader of the Hezbollah. Yesterday morning even the Soviet Ambassador paid a call on the sheikh.

But opposition to the Syrians is clearly mounting. On Tuesday unidentified men fired two rocket-propelled grenades at the Beau Rivage Hotel in west Beirut where General Kenan has established his headquarters. Then, a few hours later, a lieutenant colonel in the Lebanese Army was kidnapped near the Helou

barracks, not far from the international airport, after gunmen in a BMW car intercepted him as he was driving to a bank.

General Kenan has publicly said that any attack on the Lebanese Army is a blow against Syria itself, a warning he wishes others to take seriously.

West Beirut is still a far safer place than it has been for many weeks — and it is the Syrians who are responsible for this new security — but, and it is not cliché in Beirut, time is running out.

● Saudi freed: Gunmen yesterday seized and then freed a Saudi Arabian man in west Beirut's first kidnapping since Syrian troops were deployed to keep order (Reuters reports).

Sources close to the kidnap victim said Mr Suleiman Mubarak had notified them that gunmen, who detained him just before noon, had freed him after driving him around Beirut for 30 minutes.

"After they asked him several questions, they apologized and said there had been a misunderstanding," the sources said.

Security sources said gunmen intercepted Mr Mubarak's car in the smart residential area of Ain al-Tineh, the site of embassies and the homes of senior government officials.

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Refugee fight at German centre

Bonn — Lebanese and Ghanaians, who are among the flood of refugees who have been pouring into West Germany via East Berlin in the last few weeks, braved early yesterday in a refugee centre at Ingelheim in the Rhineland (Frank Johnson writes).

At least three people were seriously injured when about 100 refugees fought with knives and iron bars.

The clash followed the death on Tuesday of a Ghanaian man, aged 28, who was injured in a fight on Saturday between Ghanaians and Pakistanis at another refugee centre at Deggendorf in Bavaria.

11 jailed for massacre

Ayacucho, Peru (Reuters) — A court here has sentenced 11 police officers to between 10 and 25 years' imprisonment for killing 32 Indian peasants in a massacre on municipal election day in November 1983.

The ruling marked the first time in Peru's history of fighting left-wing insurgents that courts have convicted police of human rights violations.

Hassan rests

Rabat (Reuters) — King Hassan of Morocco has been advised by his doctors to rest because of overwork and will postpone a visit to Washington due to start on July 22.

In the red

Peking (Reuters) — An instruments factory in China has announced it is bankrupt, the first since the Communists took power in 1949.

New cardinal

Vatican City (Reuters) — The Pope has named Father Hans Groer, aged 62, a Benedictine monk, to succeed Cardinal Franz König as Archbishop of Vienna.

Vienna polls

Vienna (Reuters) — Austrian general elections will be held on April 5, Herr Peter Schieder, general secretary of the Socialist Party, senior partner in the government coalition, said yesterday.

Mubarak trip

Rome (AP) — President Mubarak of Egypt met the Italian Prime Minister, Signor Bettino Craxi, and leading financial officials yesterday during the first stop on a European tour to seek support for his country's economic needs.



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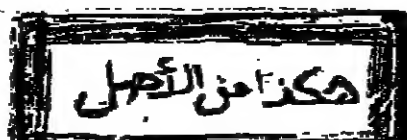
All of which could save you more money.

Finally, when you come to sell your car nothing inspires more confidence than a service record book fully stamped by a Ford dealer.

After all, that's the buyer's guarantee that your car was always



Service



East and West Germans clash in 'defection' mystery

From Frank Johnson, Bonn

East and West Germany were last night locked in a dispute over a leading East German official, Herr Herbert Meissner, who may or may not have defected to West Germany.

Herr Meissner, aged 59, spent yesterday inside the East German diplomatic mission in Bonn. He suddenly turned up there after apparently having defected last week. A day of increasingly complicated exchanges was brought to a climax with the West German saying that the Chief Federal Public Prosecutor, Herr Kurt Rebmann, would investigate Herr Meissner on suspicion of espionage.

But this did not necessarily mean Herr Meissner had been a "plant" or a spy — it was possible that the announcement of an investigation was merely a device to prevent Herr Meissner leaving West Germany if it became clear that East German diplomats were trying to get him out of the country against his will.

The affair began when the East German News Agency reported on Tuesday evening that Herr Meissner had been kidnapped while on an official visit to West Berlin, taken to the West German intelligence service offices in Munich, deprived of his passport and documents and forced to help West German intelligence gathering.

According to the East Germans, Herr Meissner managed to get away and seek refuge in the East German mission in Bonn. His only wish now was to return to East Germany.

But according to West Germany, Herr Meissner was arrested in West Berlin after trying to steal a shower tray from a department store. He then said he wanted to defect and asked to talk to the intelligence services in Munich. The chief West German Government spokesman, Herr Friedhelm Ost, insisted that Herr Meissner had acted of his own free will. After his meetings in Munich he was allowed to go where he wished.

Herr Ost did not know how he ended up in the Bonn mission, and refused to speculate about whether he was seized by the East Germans, but other sources were privately not excluding this possibility.

One West German theory is that Herr Meissner's asylum request might have been a reaction after his having been caught shop-lifting.

Last night there was a test of wills between the two Germanies, with East German diplomats saying Herr Meissner was still inside the mission, and the West Germans saying he would be arrested when he came out.

Nicaragua celebrates revolution as US strengthens covert aid for Contras

Build-up of troops in Honduras challenged

From Christopher Thomas, Washington

America's military presence in Honduras, consolidated for more than three years without congressional approval or oversight, has emerged as a key Democratic weapon to discredit President Reagan's attempts to destabilize the Sandinista Government of Nicaragua.

A military build-up is gathering pace at a time when Congress has again cleared the way for the Central Intelligence Agency to resume direct support of the anti-Sandinista Contras, most of whom are based in rough camps in the jungles of Honduras along the border with Nicaragua.

In 3½ years of silent build-up in Central America's poorest country, the US has established a routine programme of "exercises" that constantly keep at least 1,200 troops in the country on six-month tours.

The State Department, stung by criticism of the Administration's prominent role in Honduras, issued a formal statement saying: "The US does not have, nor does the US plan to establish, a permanent military presence in Honduras."

The heart of the military



Nicaraguans parading through the capital, Managua, to celebrate the seventh anniversary of the Sandinista guerrillas' victory over the troops of former President Somoza.

machine is the Palmerola air base, a sprawling complex of tents and wooden huts wedged between mountain ranges.

Nearly three years ago when I went there, plans were already under way to extend the runway to 8,000 ft, capable of handling virtually any cargo or fighter plane. That project has been completed without congressional approval.

There are now two radar stations; many new and improved strategically situated roads (particularly in border

areas); a network of tank traps; one, perhaps two, air intelligence installations for spying on Nicaragua; hosts of new and strengthened bridges; and a range of other US-provided facilities designed to maintain an indefinite military presence.

Much more is planned. The Pentagon has a \$30 million five-year construction programme that includes the \$1.6

million facility for a pilotless drone used in aerial intelligence gathering, and \$5 million for improving housing and work areas at Palmerola, together with another \$22 million for extensive overall upgrading of the base.

The US military facilities in Honduras are generally regarded as far from adequate for an all-out attack on Nicaragua. Ports and airfields, even with the improvements, could handle only small numbers of ships and planes simultaneously.

But senior Democrats believe the build-up could eventually ensure the US in a direct military confrontation with Nicaragua. They are determined to challenge the Administration to justify what is regarded as a futile attempt to raise America's military strength in the region.

There is considerable unease about the continual US presence among Honduran Army officers and politicians who feel the country's sovereignty and dignity are being affronted.

However, much-needed American aid sweetens the pill and the Honduran military has benefited greatly. Since 1981, it has received direct aid of \$288 million and another \$188 million has been proposed by the Administration in 1987.

Honduras' main fear is that a future Administration will disengage abruptly from the country, leaving it to deal with the disintegrating Contra force of perhaps 20,000 men, plus their families.

Praise by Reagan for Pakistan 'bravery'

From Mohsin Ali, Washington

Russia was repeatedly violating Pakistan's sovereignty in its war in Afghanistan, President Reagan said yesterday.

He was welcoming Mr Muhammad Khan Junejo, Pakistan's Prime Minister, at a military ceremony on the White House lawn. He said that the United States deeply admired Pakistan's "steadfastness and bravery" in its "noble stand".

The world should note that in pursuit of its "neo-colonial war of aggression against Afghanistan, the Soviets have repeatedly violated Pakistan's sovereignty", he said.

Mr Junejo arrived here yesterday evening on a three-day visit which, according to a senior American official, marks strong Administration approval of Pakistan's recent transition from military to civilian rule.

His talks with President Reagan and Mr George Shultz, the Secretary of State, will include American support for the Afghan rebels, concern about nuclear proliferation, and the illegal export of opium from Pakistan.

The Reagan Administration has emphasized that relations between the two countries are "excellent".

Sir Geoffrey's busy two weeks

Little time allowed for quiet thinking

By Rodney Cowton

Sir Geoffrey Howe, the Foreign and Commonwealth Secretary, will be in Washington today and tomorrow for talks with Mr George Shultz, the US Secretary of State, on South Africa.

His transatlantic sortie follows closely behind his travels in southern Africa last week and marks the continuation of a remarkably busy period for Sir Geoffrey since he took over as chairman of the EEC's Council of Ministers at the beginning of the month. Sir Geoffrey is due to travel to South Africa next week to see President Botha in Pretoria.

The diary below covers most of Sir Geoffrey's engagements during the past two weeks.

It shows how little time he has had for simply sitting at his desk and thinking, or even consulting his staff, except when travelling.

Monday, June 30: Attended opening of Eureka ministerial conference. Meeting and lunch with Mrs Thatcher. Meeting with the Chancellor of the Exchequer. Gave an interview to an American newspaper. Received the Foreign Minister of Austria. Received the Moroccan Minister of Foreign Affairs and hosted dinner for him.

Tuesday, July 1: Meeting of Foreign Office ministers. Meeting with a group of European parliamentarians. Met President Richard von Weizsäcker of West Germany. Lunch with the Daily Mail. Gave a closed-circuit television press conference from London for EEC journalists in Brussels. Attended a banquet given by the Queen for the West German President.

Wednesday, July 2: Received a call from the Foreign Minister of Norway. Attended the address to Parliament given by President Weizsäcker. Gave speech to Foreign Press Association. Attended a lunch given by the Prime Minister for the West German President. Attended talks between the Prime Minister and President Weizsäcker. Received the British High Commissioner to India. Met the West German Foreign Minister. Gave a speech to a Conservative audience in London.

Thursday, July 3: Meeting with the Secretary of State for

Defence. Cabinet meeting. Meeting with the Prime Minister. Received the New Zealand High Commissioner. Call by the Soviet First Deputy Prime Minister. Meeting with the Foreign Office Permanent Under-Secretary. Attended a dinner for President Weizsäcker.

Friday, July 4: Visited a Foreign Office establishment in Buckinghamshire. Reception for the Soviet Ambassador. Attended the East Surrey Conservative Association Summer Ball.

Saturday, July 5: Constituency engagements.

Sunday, July 6: Working at his official residence at Chevening, Kent.

Monday, July 7: Statement to House of Commons on mission to southern Africa. Received call from president of Spanish Employers' Federation. Received call from US special representative to the United Nations. Interview with BBC. Appeared before Commons foreign affairs committee.

Tuesday, July 8: Speech to European Parliament in Strasbourg. Left for Zambia.

Wednesday, July 9: Talks with President Kaunda in Lusaka. Flew to Zimbabwe.

Thursday, July 10: Talks with Mr Robert Mugabe, Prime Minister of Zimbabwe, in Harare.

Friday, July 11: Talks with President Machel of Mozambique. Left Mozambique for London.

Saturday, July 12: Arrived London.

Sunday, July 13: Working at Chevening.

Monday, July 14: Morning and afternoon devoted to discussions with Mr Eduard Shevardnadze, the Soviet Foreign Minister. Accompanied Mr Shevardnadze to the Royal Opera House, Covent Garden.

Tuesday, July 15: Morning devoted to talks with Mr Shevardnadze, and attended a lunch given by the Soviet Foreign Minister. Following a reception, he gave a speech to the European Atlantic Group.

Wednesday, July 16: Received a farewell call from Mr Shevardnadze and was called on by the President of Botswana. Spoke in the House of Commons debate on South Africa.

Cosmonauts back after 125 days in space

Moscow (Reuters) — The Soviet cosmonauts Leonid Kizim and Vladimir Solovyov yesterday returned to Earth after 125 days in space during which they worked on the new Mir orbiting station.

The Tass news agency said the Soyuz T 15 descent module landed at Arkalyk in the republic of Kazakhstan. During their voyage, Commander Kizim, aged 44, and Engineer Solovyov, aged 39, transferred to the Salyut 7 orbiting station to fetch equipment.

Soviet scientists have suggested that Salyut 7, on which the two men set a 238-day space endurance record in 1984, might soon go out of operation. Mir, launched in February, is the core of a giant laboratory intended to become the first permanently

500 injured in Dhaka during football riots

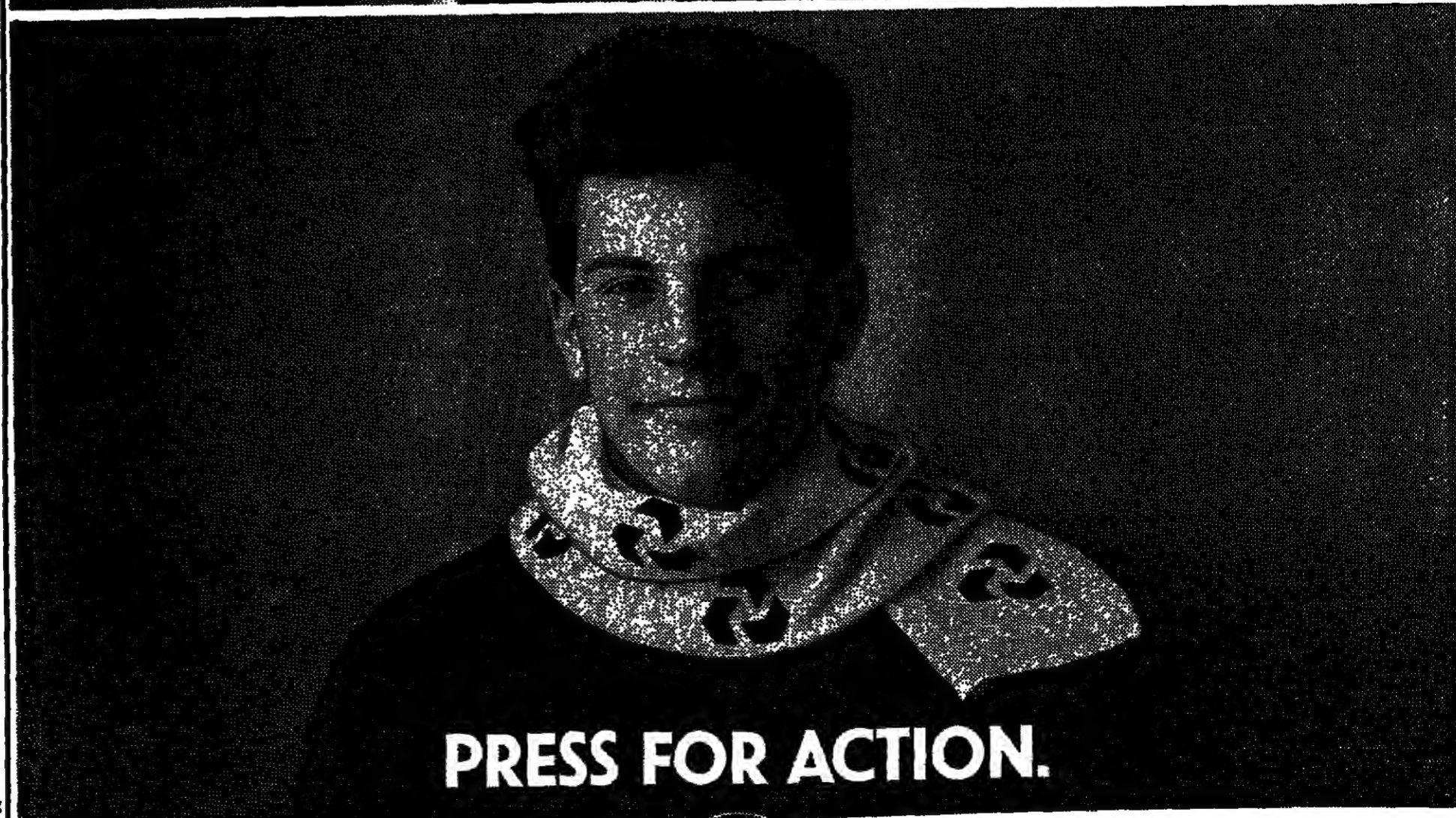
From Ahmed Fazl, Dhaka

About 500 people, including a score of policemen, were injured and cars were burnt as riots broke out among supporters of rival football clubs on Tuesday night, hospital sources and eye-witnesses said.

The police used tear gas and staves against frenzied mobs who stabbed people and hurled petrol bombs. A dozen cars were set on fire and the police arrested more than 50 people.

The riots began when supporters of the Mohammedan Sporting Club and the Brothers Union, rivals for top honours in the local football league, fought in the crowded stadium after the players had come to blows over a contro-

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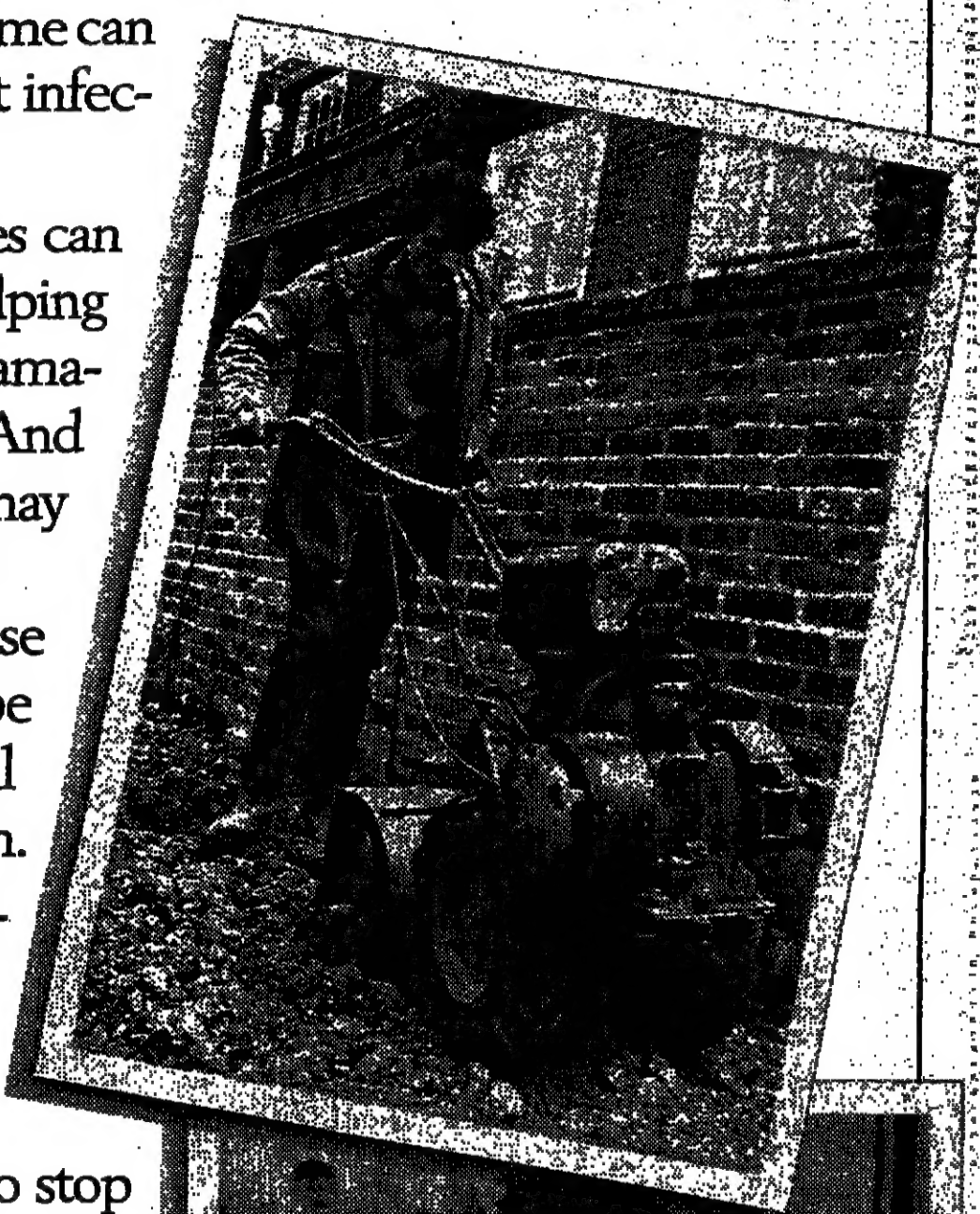
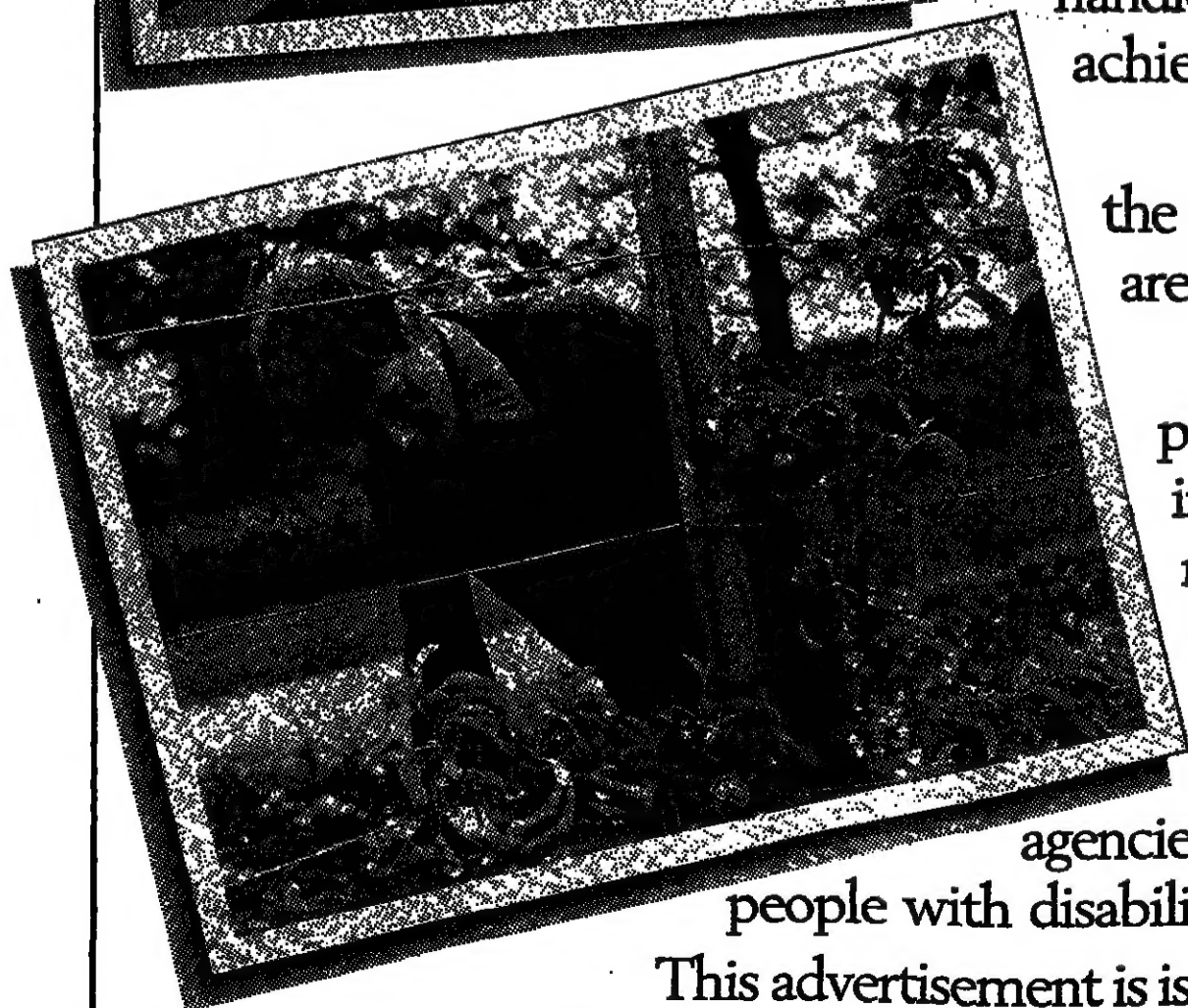


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Crash housing programme for Chernobyl evacuees

From Christopher Walker, Moscow

Soviet authorities are undertaking a crash programme to provide housing for the winter for every family of the 100,000 people evacuated from their homes in the 18-mile exclusion zone around the crippled Chernobyl nuclear reactor.

Four thousand homes are being built in the Gomel region of Byelorussia and a further 7,250 in Ukraine. They will be followed by a second stage of construction to include new schools, laundries, hospitals, kindergartens, canteens, social clubs, post offices and other amenities for the evacuees.

No official figure has been provided for the cost of the programme, which in Byelorussia alone is involving 3,000 people working round the clock in two shifts, but unofficial estimates put the total in tens of millions of roubles.

Western diplomatic sources yesterday described the new details of the resettlement programme as confirmation of speculation that it may be years, even decades, before many of the evacuees can return to their former homes.

The authorities have been reluctant to spell out how long the exclusion zone will have to remain empty for fear of causing ill-feeling among the evacuees, many of whom were farm workers reluctant to leave their land despite the radiation risks.

In the Lithuanian capital of Vilnius, one Soviet source told me that evacuees recently rehoused there were expected never to leave.

The government newspaper *Izvestia* reported this week from Gomel that many of the evacuees in Byelorussia had been angered when they discovered housing settlements were being built a long way from their former homes, rather than close to them as originally planned.

A senior Soviet construction official told the paper that shortage of manpower in the

area close to the evacuees' original homes had been one reason for the relocation.

Another was a medical decision that it would be better for the evacuees to be resettled away from areas of high "background radiation" because they had already "undergone the influence of radiation" before evacuation.

Asked how the evacuees had reacted to the change of site, the official said: "I cannot say that everybody was happy. They wanted to return close to their region, but we honestly explained everything to them."

The families had received "big money compensation" sufficient to replace possessions they had been forced to abandon.

Meanwhile, the man who has become the best known face on Soviet television, Mr Alexander Krutov, has been given a special award by the Soviet Union of Journalists for his reports on the aftermath of the disaster, which set a new standard in the state-controlled media.

Mr Krutov and his cameraman, Mr Yevgeny Shmatikov, who received a similar award, were in the disaster region for about a month, providing almost nightly reports which included interviews with rescue workers and footage shot over the wrecked plant.

Reporting the award, the official newspaper *Sovetskaya Kultura* said it had been made in recognition of work undertaken in dangerous conditions. It explained that Mr Krutov, who is normally based in Moscow, had refused to wear protective clothing.

"What kind of emotions would have been aroused among television viewers if they had seen the correspondent dressed in protective clothing with breathing apparatus?" it asked.

No details were given of whether the reporter had suffered any ill-effects.

Death sentence for Haiti police chief

Port-au-Prince (Reuter, AP) — Haiti's former Security Police chief under the dictators François and Jean-Claude Duvalier was found guilty of murder and torture yesterday and sentenced to death.

The sentence was announced at the end of an 18-hour trial at the Palace of Justice that was broadcast live on television.

The 12-man jury found Luc Desyr, aged 61, the former Security Police chief, guilty without extenuating circumstances of illegal arrest, jailing, torture and murder.

The court immediately sentenced Desyr to death. Execution in Haiti is generally by shooting.

Desyr maintained his innocence and declared: "I am a Christian; I am a convinced Baptist." Mr Léon Duplont, his lawyer, said he would appeal against the sentence.

The court heard that during the 28 years they ruled Haiti, the Duvaliers used the secret police to torture and intimidate opponents.

François Duvalier died in 1971 and his son, Jean-Claude, fled from Haiti in February of this year and is now in exile in France.

During the trial, Desyr denied ever having seen the person who accused him of torture and murder.

"I don't know this man," he said of Mr Emmanuel Ambroise, aged 74, an education minister in pre-Duvalier Haiti. "I maintain my innocence."

Three other former leaders of the Duvalier-era secret police, known as the Tontons Macoute, are accused of



Luc Desyr, the former Haitian Security Police chief, under heavy guard during his trial for murder in Port-au-Prince.

same crimes and are being tried in absentia.

Mr Ambroise testified that Desyr arrested him illegally 27 years ago, and tortured him in a small room in the National Palace.

He also accused Desyr of murdering his brother, Jean-

Jacques Dessalines Ambroise, and his brother's pregnant wife.

"I thought they were sadistic animals fulfilling their instincts," Mr Ambroise, the only witness to take the stand on Tuesday, said of the secret police.

In his testimony, Mr Ambroise estimated that more than 60,000 Haitians were killed during the 28-year Duvalier family rule.

The three men being tried in absentia are Mr Elois Maitre, Mr Jean Tassy and Mr Lionel Woolley.

Crew share the blame for Dallas air crash

Washington (Reuter) — The crew of a Delta Airlines aircraft, airline authorities and the weather have been blamed for a crash at Dallas last year, in which 136 people died.

The National Transportation Safety Board said the probable causes of the accident on August 2 were the crew's decision to fly into a storm cloud, its inadequate training on how to avoid and escape from wind shear, and the lack of information on dangerous weather ahead.

The 11-month investigation found evidence that the Delta Lockheed L 1011 crashed because it flew into a rapidly developing thunderstorm and encountered powerful wind shear — a strong burst of wind that suddenly changes direction — which caused it to rapidly lose air speed.

Mr Hollis Harris, the senior vice-president of Delta Airlines, said he was "shocked and dismayed at the board's misinterpretation of the facts". He said the company had complied with all requirements set down for training on handling wind shear.

Captain Richard Stone, a Delta pilot who headed a union investigation into the crash, said the crew had no reason to suspect it was flying into wind shear.

Little hope for trapped Australian coalminers

From Stephen Taylor, Sydney

Twelve miners were feared dead in an explosion almost a mile down a Queensland coal mine yesterday.

Eight hours after the blast there was still uncertainty about the location of the trapped men, but the presence of poisonous fumes left little chance of survival.

Rescue workers were said to have reached within 100 yards of the blast area, but were driven back by poisonous fumes and the danger of further explosions.

It was the worst Australian mining accident in more than a decade. The last disaster, which claimed 13 lives, occurred in the same small coal mining community, Moura in central Queensland.

Officials said the explosion appeared to have been caused by methane gas, but there was no explanation of how it had ignited.

Danger from fumes last night caused authorities to declare a disaster area within a three-mile radius of the mine.

Hopes for the men rested on an attempt to sink a new shaft overnight, but officials said even if there had been survivors they would have run out of air before they could be reached.

India's border row with China erupts

Delhi (Reuter) — A row has broken out between India and China over their border only days before the two countries are to resume tortuous negotiations on a 24-year-old frontier dispute.

Delhi said on Tuesday that Chinese troops and herdsmen had intruded into India's north-east Arunachal Pradesh state. Peking yesterday rejected the charges, saying the area was Chinese, and issued a counter-accusation that Indian troops regularly made incursions into China.

An Indian External Affairs Ministry official said about 40 Chinese — some of them in uniforms — in June had gone five miles inside Indian territory in the Sumdorong Chu Valley.

"We had protested strongly about this intrusion to the Chinese Government and rejected their contention that this area is on their side of the frontier," the official said.

The world's two most populous nations are due to meet

on July 21 in Peking for their seventh session since 1981 to discuss the dispute which led to war between them in 1962. "I am not so dumb as to expect a breakthrough," the official said when asked if India expected any important gains at the talks.

● Issue at talks: The Indian team, which leaves for Peking later this week for the talks on the border, will take up the reported intrusion by China (Kuldip Nayar writes).

This is said to be the deepest intrusion by the Chinese southwards since October 1962.

● PEKING: A Chinese Foreign Ministry official yesterday told a press briefing the area had always been Chinese and was north of the "line of actual control" in the eastern sector of the Sino-Indian border (Reuter reports).

He accused Indian troops of constantly entering Chinese territory in the area over many years.



Crisis on poll commission facing Malta

From Austin Sammut, Valletta

Malta is entering a political crisis after Dr Carmelo Mifsud Bonnici, the Prime Minister, unilaterally chose the electoral commission which will run the general elections to be held by March 1987.

The eight-member commission, announced on Tuesday, includes people who would seem to be acceptable to the opposition Nationalist Party. But the Opposition insists that all members must be acceptable to both parties.

There was no agreement after a number of meetings between Dr Mifsud Bonnici and Dr Eddie Fenech Adami, the Nationalist Party leader, on the composition of the commission.

● New Speaker: Mr Paul Xeroeb was appointed Speaker of the Maltese House of Representatives on Tuesday. He succeeds Dr Daniel

Wife of shuttle crewman seeks \$15m damages

Houston (Reuter) — The widow of Mr Michael Smith, an astronaut killed in the Challenger space shuttle disaster in January, has filed a \$15 million (£10 million) claim against Nasa for the wrongful death of her husband.

Nasa said the action by Mrs Jane Jarrell Smith, which is not a lawsuit, is the first formal claim by any relatives of the seven Challenger crew who were killed.

It alleges negligence in the January 28 explosion because top Nasa officials were aware of problems with the shuttle's solid rocket booster seals.

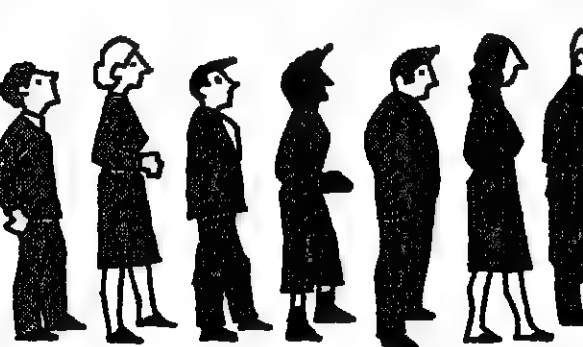
Mrs Smith's claim seeks \$15 million (£10 million) in damages for the loss of her husband, plus \$100,000 for any injuries he might have received before dying.

The space agency has six months to respond to the claim, Mr Jack O'Brien, a Nasa lawyer, said. If it rejects it, the plaintiff would be able to file a lawsuit alleging wrongful

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Spain's Socialists seem set for long future after Opposition split

From Richard Wigg, Madrid

Spain's small Christian Democrat Party yesterday launched itself on a hazardous road by breaking with the right-wing Opposition as King Juan Carlos began formal consultations with party leaders to form the new government.

The King's consultations, required under the Constitution, will obviously end with him calling again on Señor Felipe Gonzalez, the Socialist leader, to be Prime Minister. The Socialists won 184 seats at last month's general election while the Opposition, led by Señor Manuel Fraga, obtained only 105 seats.

The deeper significance of the split in the opposition parties is that it constitutes a growing sensation that Spain's Socialists are set to enjoy power for a long time to come. Ya, the Roman Catholic daily newspaper, yesterday warned that, if opposition divisions continue, "any possibility of winning future elections will disappear".

Señor Oscar Alzaga, the

Christian Democrat leader, distancing himself from the veteran opposition leader because of the poor election results, has now taken his 21-member group to sit conspicuously in the centre of the Lower House. This leaves Señor Fraga with the rump of the Opposition well to the right in the Chamber.

The move by Señor Alzaga was made to improve the party's image, but trouble has quickly beset his little group.

A deputy chairman of the party and former Cabinet minister has resigned his post amid rumblings of divisions within the new formation. Many MPs well known to the electoral pull of Señor Fraga.

Señor Fraga, now communicating with the Christian Democrat leader only by letter, has confined himself so far to expressing publicly "profound disgust" over the split. The repercussions of the Christian Democrats' decision have been quick in two autonomous regions of northern

Spain. In Castile-León four Christian Democrat members of the local parliament have defected to Señor Fraga's party, and in Cantabria, where the coalition forms the regional government, ministers of the now rival parties are feuding and disciplinary proceedings have been started against local Christian Democrat figures.

One consequence of the Christian Democrats' move to the centre of Parliament, without having gained recognition as an independent parliamentary group, is that the 21 will be sitting among those representing various regional parties with one MP apiece.

How they will divide the time for parliamentary debate between them is one of the problems Señor Fraga faces, the new Speaker and a 43-year-old Socialist from Majorca, will have to listen to very sympathetically if the new Parliament is to prove more lively and interesting than the old.

Spaniards see Franco rise again

From Richard Wigg, Madrid

France is again plotting the July 1936 uprising against the Republic in Spain — this time on the screens of two Madrid cinemas.

The film *Dragon Rapide* — which opened last Thursday night eight days before the 50th anniversary of the beginning of the Spanish Civil War, which was provoked by a military uprising — shows the Spanish dictator in fictionalized form for the first time since his death in November 1975.

The film concentrates on Franco's activities immediately before July 18 1936. Its title was provided by the tiny De Havilland biplane that flew from the old Croydon airport and picked up General Franco in the Canaries and then took him secretly to Spanish Morocco to take charge of the rebellious forces.

The part of Franco is played by Juan Diego, aged 43, who once belonged to the Spanish Communist Party when Franco was alive.

Diego was made famous for his role in the film based on the novel by Miguel Delibes, *The Holy Innocent*, which depicted harsh rural life under the Franco dictatorship. That film has already screened in London.

The director of *Dragon Rapide*, Jaime Camino, who originally made the film for Spanish television, is clearly seen to be supporting the Republican side.

The fictionalized biography has scenes likely to surprise Spaniards, showing the dictator, for instance, in bed with his wife, Carmen. To emphasize "the other Spain", the film depicts Casals, the famous Catalan cellist, who never returned to Spain after Franco's victory, rehearsing with an orchestra for a symphony concert.

East African states share out the assets

From Charles Harrison, Nairobi

The Presidents of Kenya, Tanzania and Uganda have approved the final accounts of the East African Community, which collapsed in 1977 because of disagreements between the three partner states.

They had received reports from Dr Viktor Umbricht, a World Bank mediator, who has spent the past nine years untangling the financial legacy of the Community.

Assets valued at about £1,000 million included the East African railway system, a telecommunications network, port facilities and an airline.

There were also debts to the World Bank, Britain and other donors of £300 million.

These have now been shared out between the three states under a formula which takes account of the assets taken over by each.

Kenya and Tanzania are together paying Uganda about £150 million because Uganda inherited the smallest share of the Community assets.

One of the last issues settled in negotiations between teams of experts from the three states was the responsibility for the pensions of former Community employees, many of them Britons. Each state has accepted responsibility for its share of the pensions bill.

Speaking here yesterday after the three Presidents had approved the final documents, Dr Umbricht said the Community was an imaginative concept — but it was about a century ahead of its time. The member states were not yet ready to concede enough of their sovereignty to enable the Community to operate successfully.



Marybel Colon, aged 10, covering her mouth yesterday as she walks past a temporary rubbish dump in Philadelphia, where municipal workers have been striking for three weeks.

Europe's cinema paradise

French remain faithful to the silver screen

From Diana Geddes, Paris

The cinema industry in France is alive and well despite increasing competition from television, video-recorders and foreign films. This contrasts with its counterparts in virtually every other country in Europe.

Admissions to cinemas in France have remained more or less stable for 25 years, while in Britain they have fallen by 70 per cent and in Germany by 30 per cent.

The cinema remains one of the favourite leisure activities of the French, particularly the young. Last year French cinemas recorded 172 million admissions, half by the 15-24 age group, compared with a mere 70 million in Britain.

On the officially declared *fin de cinéma* last month, when people were able to see as many films as they liked for the price of one, 1.8 million entries were recorded in a single day. One in two French people goes to the cinema at least once a year. Those from well-educated, well-off families predominate.

A main reason for cinema's popularity in France is the accessibility of cinemas and the great variety of films due to a policy of closing or transforming big cinemas to create several small viewing theatres, often with just a couple of hundred seats.

While the number of cinema admissions has been falling sharply in most countries in Europe, in France it has increased by a fifth in the past decade, though the number of places fell. There are more than 5,000 cinemas in France, four times as many as in Britain.

In Paris alone, there are more than 500 cinemas. Nearly 200 films are on offer this week — old and new, dubbed or in their original version, in a huge modern theatre on the Champs Elysees or in the somewhat rundown intimacy of a small Left Bank theatre. Shows begin about 2 pm and can go on till after midnight. Seats cost about £2 to £3.

While the heyday of the great French film directors — Godard, Truffaut, Chabrol,

Renoir, Resnais, etc — appears over, France maintains a lively and important cinema industry, thanks largely to substantial government aid, begun in the early 1960s, which last year totalled more than 700 million francs (£65 million) in direct and indirect grants.

While Britain and Italy have been suffering a slump in their cinema industry, French production has remained relatively stable over the past decade, with an average 160 full-length feature films a year as well as 400 to 500 films of less than one hour.

Of the 456 new films shown in France last year, two-thirds were foreign, including 121 from the U.S. French films nevertheless managed to hold their own, attracting 76 million viewers compared with 67 million for American films. Box office takings totalled 3.8 billion francs (£355 million).

While the American *Rambo II* topped the cinema popularity charts in France last year with 5.5 million entries, two French films — *Lecteur des Specialites* and *Serres et Trous* — followed *Rambo* in the top three, each with 5.2 million and 4.6 million entries respectively.

According to a recent poll, the main reason the French go to see a particular film is because of the actors (45 per cent); only 26 per cent chose a film because of its director.

One of the most important forms of aid provided by the Government for young, up-and-coming French film producers is the "avance on receipts" given before filming has begun, on the basis of the feasibility and the artistic quality of the scenario. Last year 55 films were given 80 million francs in such advances. Nearly 1,000 films have benefited from the aid since 1960.

Since the right-wing Government came to power, there have been fears about the future of state support for the cinema, but assurances seem to have been given that the cinema budget will by largely spared the axe.

Degrees awarded by the University of Hull

The University of Hull has awarded the following degrees. (Names of students who graduated in absentia appear towards the end of the list.)

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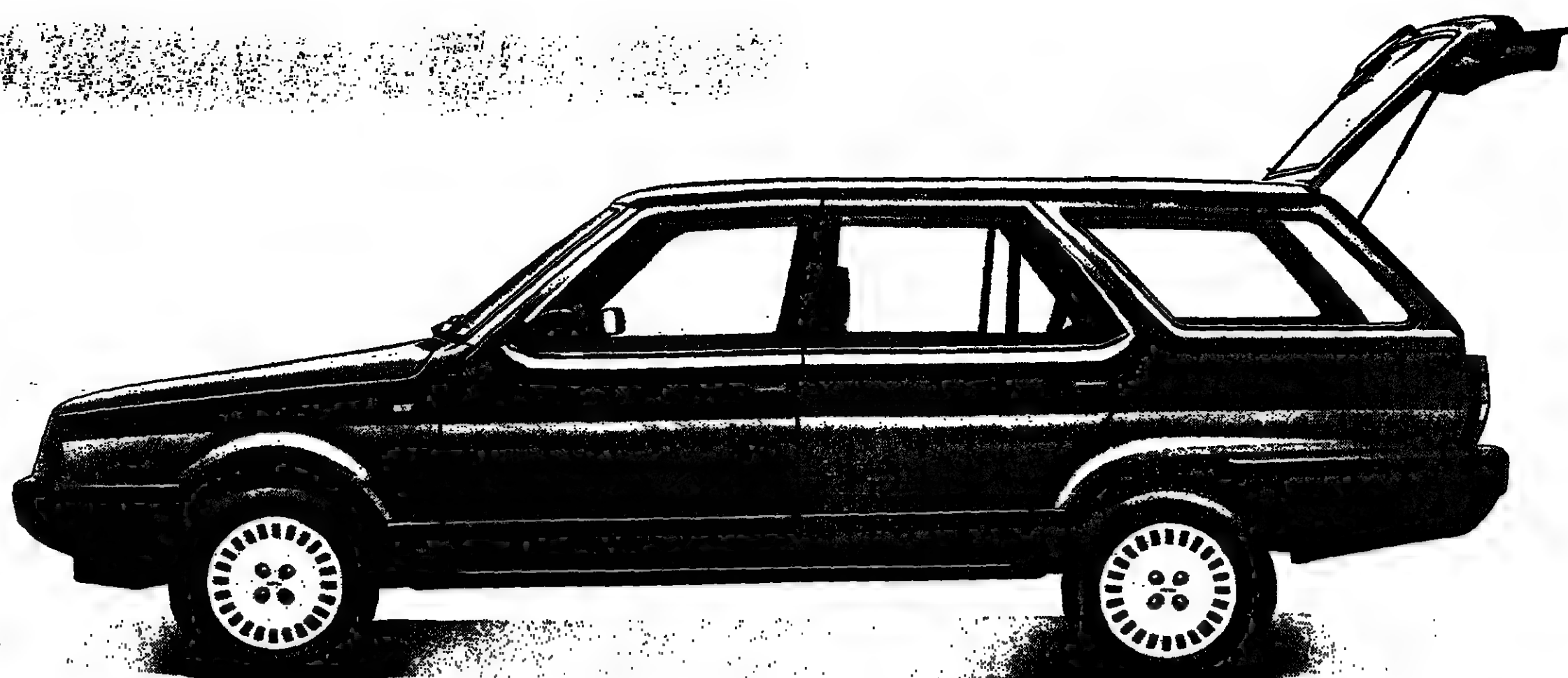
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Have we lost our reason? Or is it simply that our Regata Weekend estate, unadorned with extras, still has the edge over its rivals?

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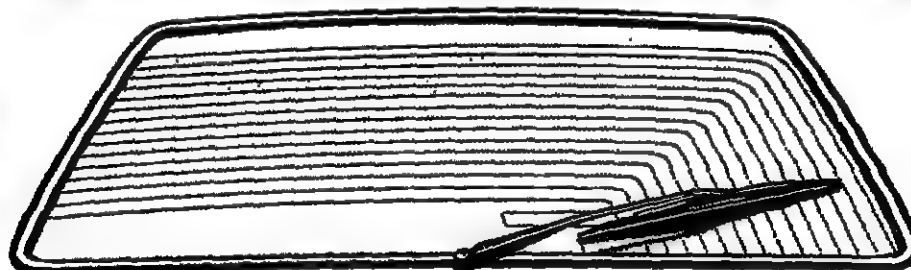


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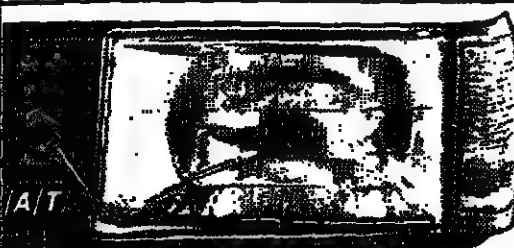
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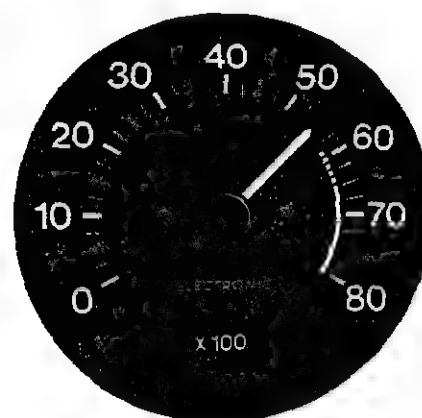
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FIAT
SETTING NEW STANDARDS

SPECTRUM

Nice to know, mean to fight

THE TIMES
PROFILE

FRANK BRUNO

It is not just boxing correspondents' hyperbole to state that the coming world title fight between Tim Witherspoon and Frank Bruno is more than a mere boxing match. Naturally, the men around Bruno breathe that it is an Event, the Big One, the Ultimate — but after just a few hours in their company, the apparent exaggerations begin to make sense.

In terms of boxing history, the fact is indisputable when Frank Bruno steps into the ring at Wembley, early on Sunday morning, to challenge Witherspoon's World Boxing Association heavyweight title. It will be the first time any British fighter has had an even chance of taking that title.

More interesting to non-boxing people is the phenomenon of Bruno himself. Conventionally he is seen in one dimension: the big, brainless *Spitting Image* puppet who asks "know what I mean?", and slugs his way through a barbaric spectacle. It is a narrow, elitist view. For just as modern boxing is a multi-faceted business which involves a range of sophisticated selling skills, so Frank Bruno should be seen as a man whose particular wisdom has been to escape the predictable and turn himself into a ruthlessly disciplined sportsman.

Last week, when Bruno met the defending champion for the first time, the contrast in styles was instructive. The American was the epitome of fast-talking, amusing Philadelphia confidence and "cool" — track-suited and accompanied by a phalanx of giant sparring partners Bruno was wearing one of his famous suits — pale grey, over-checked with pale blue, silk tie, white shirt. Bruno sat almost silent next to his manager Terry Lawless, looking like a world champion and playing his part with studied indifference in this theatre of confrontation.

To some he seemed tense, it would be surprising were he not. Yet though he lacked Witherspoon's relaxed style, Bruno displayed some wit and his performance showed Lawless's careful training. First, appearance always immaculate. Second, attitude to press scrupulously polite (At times he looks like a giant schoolboy hands clasped behind his back answering the headmaster's questions). Third, general demeanour safely reserved, on the grounds that the less you say, the less the cynics can mock you. Tim Witherspoon shrugged afterwards that his challenger was too tense, too quiet, the Americans wanted hype.

The Bruno-Lawless relationship has been likened to that of father and son. Certainly Lawless has groomed Bruno into a man who can mix with "celebrities" but still protects him from the excesses of fame. Lawless's investment has been financial as well as professional and emotional, it was he who paid for the crucial visit to Bogotà in 1982 when Bruno needed a specialized eye operation to correct shortsightedness, that would enable him to turn professional. The affection between the two men is clear to see.

Bruno's real father, whom he describes as his "hero", died when Bruno was a teenager. Years of illness failed to prevent the loving but exasperated man from beating his difficult son with a certain rod when necessary. It was often necessary Bruno's parents' had come from the West Indies to Wandsworth south London, the family (Bruno has three sisters and a brother) was close, religious and strict. Like many children, Bruno



The man who would be king: "The bell goes ding-ding, you got nobody there except you... It makes you a lonely person" (Photograph by Snowden)

reacted against his parents' training, and the huge toddler became a burly and aggressive boy who spent all his time fighting.

A man who has known Bruno some years, and is from an identical background, said: "The secret thing about Frank is — he likes to please. Now he pleases Terry by handling himself well, and he pleases the public. Then, the pressure to please his mates was greater than his need to please his parents. You live your life on the streets, your parents don't know where you are, and if you're a big guy you get involved in punch-ups because that's what your friends expect of you. It's hard to avoid."

When Bruno fought with one of his own teachers, his mother Lynette, a devout Pentecostal, decided something had to be done with her bully of a son, so Bruno was sent to Oak Hall, a boarding school for delinquent boys. Hurt at his mother's decision, Bruno saw it later as evidence of her wisdom. He was head boy at Oak Hall, but left knowing that a career in sport would be the only thing to keep him from crime. From the age of nine he had been hooked on boxing; now he joined an amateur club in south London, and earned a living as a labourer.

It seems as if he still has to remind himself of the detested building site to drive himself on. Even in a brief interview he tells you about it: "And if ever I look as if I'm forgetting who I am and where I come from, people around me will tell me I mean I only have to remember all that, know what I mean?"

Bruno, said his old acquaintance, is interested in money. "His style is to get the fight over quickly just so he can pick up that purse and go home." His American sparring partner, Rufus "Hurricane" Hadley — himself a potential world heavyweight contender — said that Bruno shows the classic hunger of countless black youngsters on both sides of the Atlantic who became boxers:

"What makes Bruno tick? He's found one thing he can do. He doesn't want to be in poverty. He doesn't want to be low. This is the only way he can avoid that. He works as hard as any executive, and the gym is his office."

The gym is above the Royal Oak pub in Canning Town, home of Terry Lawless's stable of fighters. The atmosphere is that of a large, easy-going family where any small jealousies are banished before a big event that will bring credit to all. There was some resentment, on this day, that Bruno, who had given 148 interviews in 35 days during his most intense training period, had been criticized by the press for being unco-operative. Lawless is keen to protect the boxer he has created from obvious irritations, such as female reporters arriving from the tabloids wanting only to know how Bruno copes "without having sex before a fight", and what it is like "living with his white girlfriend". Despite all the interruptions, Lawless says Bruno has no problem in "psyching" himself for this fight: "It's all he's been thinking of for years."

You sense that Bruno can sometimes become irritated by his own "nice" image. At the Italian restaurant in Leytonstone where he eats regularly with Lawless, and where many pictures of him adorn the walls, the manager praises him and

his gargantuan appetite, adding fondly: "He is a good man — too good for a boxer." It is impossible to find anyone who will be severe on the man. So is he *nasty* enough to beat the wily and experienced Witherspoon? Terry Lawless smiles: "Mean? He's mean enough all right. You should have seen him back here at the gym after that press conference!"

Boxing, he says, is a business, about controlled aggression; Bruno has no need to throw his 16 stones around outside the ring. Suppressed anger does show, however, when Bruno talks of comment which touches on his personal life. "I mean, I'm here to be set up and then knocked down, that's all right. But it's nothing to do with my family." He accepts his role as public property, but is careful to keep his girlfriend, Laura, and their three-year-old daughter (another baby is due in September), in the background — largely because intolerant blacks as well as whites have attacked the relationship that has lasted since the pair were 18.

Bruno has won 20 of his 21 professional fights. His only defeat was by James "Bonecrusher" Smith in 1984, when Bruno was knocked out in the tenth round. Many say he lacks serious experience, since so many of his fights have been against

unworthy opponents. "He's proved he can punch but not yet that he can fight", seems to be the consensus.

This fact, set against Witherspoon's proven skill and staying power, plus Bruno's style of fighting (planting his feet and punching, rather than "dancing" like his admired Ali) could well cost him the fight. Yet he is far fitter than Witherspoon, and those close to him say he has gained in power and confidence during the past year. His sparring partner, Rufus Hadley, gives Bruno the edge: "I've sparred with Witherspoon as well, so I should know. Look — boxing is 90 per cent attitude, and Bruno wants that win so much." The secret, says Hadley, will be for Bruno to concentrate on the fact that he is not fighting the man, but that man's mistakes — and to be cool enough to make him make mistakes.

Modern boxing talk is of psychology and strategy, not just brawn. Bruno himself slips easily into a rather endearing introspection, saying: "Let me rephrase that: with the anxiety of one used to being mocked for his lack of grammar or intellect, Bruno is interesting on the isolation of his life: 'I mean, I run alone in the mornings, and train a lot of the time alone. Then, when you get in that ring, and the bell goes ding-ding, you got nobody there except you. Yeah, you could say it makes you a lonely person. You have to be. You have to sacrifice a lot of things other people expect'."

If Frank Bruno fails in his bid for the title on Sunday, knowing as he does that he is carrying such a burden of national hope as well as business interests on his shoulders, he will feel even lonelier. One thing is certain: if he loses he will try again, because mentally and physically he is programmed for nothing else. And if he wins, an even worse pressure will be only just beginning — real show-business.

Bel Mooney

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New torture for Israel

Police are to lead a secret inquiry as the Shin Bet affair enters another phase. Christopher Walker reports

After weeks of vicious infighting, the Israeli government has at last accepted that there has to be another inquiry into what has become known as the Shin Bet affair. This time the police are to carry it out — theoretically in total secrecy — since they will be on the alert for the coverage which foiled the earlier investigations.

They are expected to concentrate, at least initially, on the circumstances surrounding the deaths of two Palestinians in Shin Bet custody in April, 1984. According to Mr Yosef Harish, the Attorney General, this means that agents of this highly secret counter-intelligence agency will be interrogated like common criminals.

But it will be a gentler form of interrogation than that apparently used by Shin Bet when the army handed over the two Palestinians. It had captured on board a hijacked bus on the Gaza Strip.

There are many versions of what happened but the one undisputed fact is that the two Palestinians were dead within hours of being handed over to Shin Bet. No charges have been made against the officers concerned and President Chaim Herzog has given them a pardon for anything they might have done.

Mr Shimon Peres, the Prime Minister, has explained to the Knesset why there should be no charges.

For the head of Shin Bet and his colleagues to be able to defend themselves, he said, "they have the right to take a line of defence that they think is right — and they said: 'our line of defence is that this was not the first time.' Mr Peres gave a warning that any prosecution would mean revealing "a very lengthy series of precedents."

what happens in the occupied territories. It has recently produced a report which claims that there has been a 40 per cent increase in the number of complaints of torture since the beginning of last year.

Someone with experience of Shin Bet interrogation both before and after 1977 is Mr Jabril Rajoub. He was given a life sentence after confessing to Shin Bet his involvement with Fatah in 1970. He was released in May last year in the mass prisoner exchange for three Israelis but re-arrested last November and interrogated again.

"In 1970 it was all beatings. They beat you all the time until you confessed", he said. "This time they took me to Hebron Prison and put me in a special wing, handcuffed and with a hood over my head. I spent the first nine days shut in the lavatory. That is their new way. Then they would take me out and put me under cold showers and beat me a bit then put me back in the lavatory with the handcuffs and the hood."

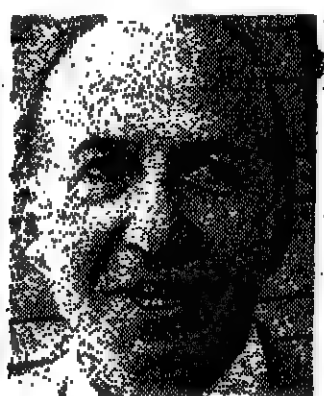
Another method alleged to be on the increase is the use of near-asphyxiation either by drawing tight the hoods or by squirting in tear gas from a pocket aerosol. This was what Mr Adnan Mansour Ghann claimed happened to him when he refused to confess.

Although the Shin Bet methods are kept secret, the lawyers claim to have built up a consistent picture — from hundreds of statements by clients — of what happens to people after their arrest.

The prisoners complain that during their interrogation they are made to feel that they are in danger of losing contact with the outside world. They are isolated,



President Herzog



Yosef Harish

'Shin Bet has been very successful'

It is difficult to interpret that as anything other than an admission of something Israel has long denied — that Shin Bet habitually uses tough methods in what Mr Yitzhak Rabin, the Defence Minister, describes as the "war against terrorism".

A small group of lawyers in Israel who specialize in the defence of Palestinians claim that every prisoner is badly treated during interrogation, and that about a third of them suffer some form of torture.

There are only three Jewish lawyers — all women — who do this kind of work along with about 20 Palestinians and 20 Arab Israelis. They tend to be branded by the authorities as radical anti-zionists, politically motivated against the state. The same accusations are levelled at the radical groups which collect and publish allegations of torture.

One such group is the Alternative Information Centre, formed 18 months ago by a group of Palestinians and radical Jewish and Arab Israelis with the aim of publishing regular information about

'Agents will be questioned like criminals'

hooded, and left without food or sleep for days on end. The interrogation often begins only after the isolation has destroyed their morale.

President Herzog, justifying his decision to pardon those involved in the recent deaths, boasted that Shin Bet had uncovered 320 terrorist groups last year and, so far, had intercepted 255 terrorist missions this year.

Mr Rajoub says that confessions flow easily under Shin Bet interrogation. He remembers how his confident interrogator last November told him a story.

It was about a competition between agents from the CIA, MI5, the KGB and Shin Bet. Each agent was taken to a field where a gazelle was released and he was told to catch it as quickly as possible. The CIA man brought his back in half an hour. It took MI5 six hours and the KGB a whole day. Two days later the Shin Bet man returned with a rabbit. "That's not a gazelle", the others complained. "Oh yes it is", the Shin Bet man replied. "You just ask the rabbit."

The fine art of making money

Richard Luce, the Arts Minister, will be at the Festival Hall tomorrow sounding the foghorn for the benefit of the Museums Roadshow, which is open to the public this weekend.

It is all thanks to marketing expert Hilary Blume who has persuaded 21 museums, from the august British to the foghorn-supplying Aberdeen Maritime, to shake off their inhibitions. But the Arts Minister's presence hints at the big business objective behind the hilarity.

The BM is supplying a travelling mint, the V & A a traditional Punch and Judy Show; Tyne and Wear Museums some armour; Sam Wanamaker's Bear Garden its Shakespearean strolling players and York's Castle Museum an apple peeler. An Iron Age loom is coming from the Horniman. There will also be a horse-drawn bus to the South Bank from Waterloo Station.

And there will not be a glass case in sight. Visitors will be able to make corn dollies, dress up in historic costume, appear on video television, eat Woolton pie, be photographed inside a bubble — and go to the souvenir shop.

For selling is the name of the

phoned by the South East Area Museums Service about trading in museums", says Blume. "As we got nearer to the problem we thought, 'What museums need is somebody to market museums.'"

The roadshow idea was born — with the museums going on the road to London's South Bank.

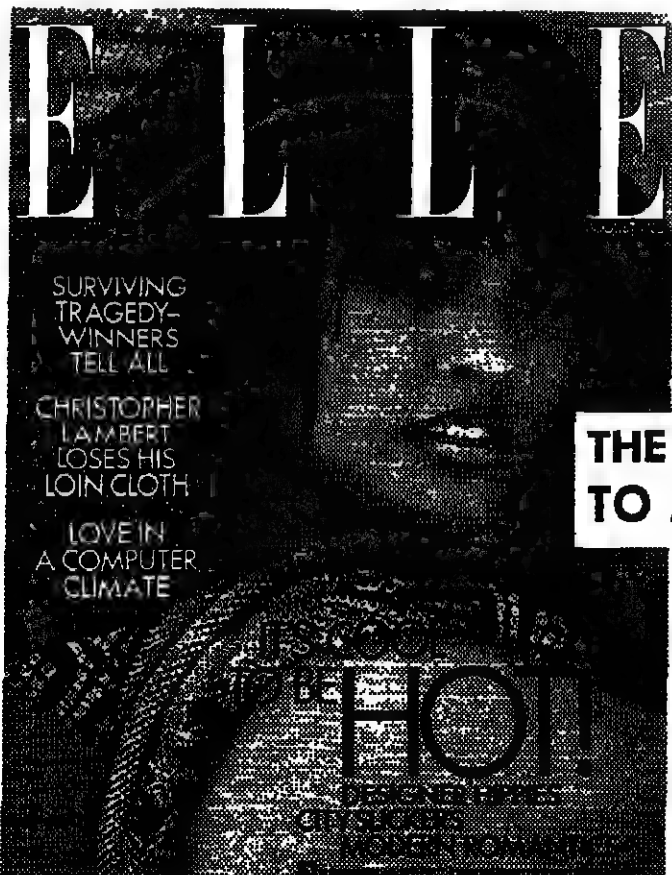
Blume is director of the Charities Advisory Trust, which helps charities to make money. She found that 60 per cent of museum shops in Britain were trading at a loss.

"I'd like to see a shop in Covent Garden as a museum shop, like the National Trust shops. We could take the stock from all the different museums and make a marvellous centre. It would help the museums, providing a face to the world, encourage people to go to museums and appeal to tourists," she says.

To help museums set about marketing properly, Hilary Blume has written *The Museums Trading Handbook* to give just the kind of advice needed to run shops in museums at a profit.

"Good trading is becoming crucial to them", she says.

Simon Tait



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- 5 Dross (4)
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- 21 Excuse (6)
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BOOKS

دكان الهم

On wilder shores of Irish letters

J.P. Donlevy was born in Brooklyn but, as the result of some strange avian leap, he writes like an Irishman — the melodic cadences, the plangent vowels, the slight air of fustian, are all here. It is English set to music (to be heard as much in Wilde as in Yeats), a potent form of subversion that takes all the oppressive "sense" out of an oppressor's language. In Donlevy's case that style rarely errs on the side of precision and, like many novelists, when he is not in the company of his characters he is happy to slide into a dazed, circuitous, hypnotic monologue. And so it is that J.P. Donlevy's *Ireland* is part autobiography and part cultural travelogue, an account of his own growth as a writer, which might also pass as a Baedeker for some of the wilder aspects of Irish life.

Donlevy may have been born in America, but his parents were Irish: you can tell it from their photographs here, in faces that seem to have been beaten or weathered into shape. His first sight of the country itself, however, came in the cinema, when he saw Liam O'Flaherty's *The Informer*. So Donlevy's *Ireland* was an Ireland of the spirit and of the imagination, something only heard of, "something which exists, untouchable and unknown." For most Irish Americans of course, this is precisely what it remains: hence their lachrymose and ultimately repellent *nostalgia de la boue*. But Donlevy wanted the real thing. And where most of his "creative" contemporaries migrated to Paris or to London, hoping to rival Fitzgerald or Eliot with their exile imaginations, in 1946 Donlevy flew across the Atlantic, only to arrive at Shannon and enrol as a student at Trinity College, Dublin.

Of course Dublin is essentially a fictional city, finding its terrible birth in Swift, its dreamy adolescence in Yeats, and its full-blown maturity in

Peter Ackroyd on the mental geography of the green and impossible island of sighs

J.P. DONLEVY'S IRELAND
In All Her Sins and in Some of Her Graces
By J.P. Donlevy
Michael Joseph, £12.95

Joyce. By the time Donlevy arrived it had become — in his imagination — a slightly tired old party, riddled, obstreperous, fraying at the edges, but still capable of having a good time, and with an unsuspected capacity for tenderness. This is the city that he has since recreated in his novels — a place of "charming chances", of con-men and drunkards, of medical students inhaling their first borrowed cigarette in a dusty coffee-house, and of horse-drawn Irish ladies sitting down to luncheon in the Shelbourne Hotel. If nothing else, J.P. Donlevy's *Ireland* marks the sources for some of the more outrageous stories and incidents in his first novel, *The Ginger Man* — although, given the innate Irishness of his imagination, it is conceivable that the fictional events have simply been given a new lease of life by being at last assigned to the real world.

The distinction is not an important one, however; Donlevy's writing is all of a piece. There is nobody quite like him for creating a mood of unforced gaiety and blithe insouciance: his *A Fairy Tale of New York* is one of the funniest novels of recent times; and for the purposes of this apparently more factual book he has reapplied his ear

for comic dialogue and his eye for significant detail. It would be hard to find another narrative that so evokes the look and the feel of Ireland, with "the first brownish green sight of those small meandering fields clustered about some white tiny cottage with turf smoke rising from its chimney on this windswept land that reached to the edge of the great heaving Atlantic Ocean."

But the gaiety and the genial chaos that he found here have their less picturesque aspects, also. And, as so often, Dublin must bear the sins of Ireland: despite its ritual obscenities to the saints and scholars, you would come away from Donlevy's *Ireland* with the impression of a city where the reigning household gods are Mars and Bacchus rather than some more polite deities.

The young Donlevy seems to have spent his time largely in drinking and fighting along with everyone else; but in his case these activities sprang from high spirits, for his Irish contemporaries they were only the most obvious manifestations of their frustration and despair. But, in the process of describing this, Donlevy has hit upon a curious truth of Irish life: this most witty and civilized of races can also become one of the most savage and the most erotic. In the shadow of the Church, they are seen to couple furtively, blindly, like animals. But of this comes sadness and guilt as well as sadness and Dublin can be a treacherous, rancorous city. "Alleway," whispering out their sad sorrows of cold embraces. Pub walls repeating all their tales. The calumny, backbiting, and lies that beguiled spoke."

And this is the other side of Ireland itself, expressed in *The Ginger Man* through Sebastian Dangerfield's desire to "get out of this god damn country which I hate with all my blood and which has ruined me." This is the Ireland that has been reared out



of poverty and misery — precisely the Ireland which Donlevy's parents fled, but which he had to discover for himself. As a young man he had travelled to an imaginary country, but his vague myths were soon impaled upon the "narrow-minded, bigoted and bitterly resentful ways" of its real people.

It is a tribute to his imaginative honesty that this anger is embedded in a narrative that could so easily have turned into a self-indulgent fantasy. But, as its subtitle suggests, this is a book designed to evoke the "sins" as well as the "graces" of the country — just as, in Donlevy's novels, the gaiety consorts with the savagery, the poverty and meanness are to be seen within the broad ambience of a cheerful and almost visionary humour. He is an important writer because he can act out the

fantasy at the same time as he sees the truth — and because he realizes that they need each other.

Donlevy left Ireland after seven years; but he could not stay away. He kept on coming back and then, in 1967, he returned for life. He was coming home — at least coming home to himself for, as he says here, "Ireland was a state of mind I now carried with me wherever one might go."

American dreams at the courts of Henry I and II

John Campbell

FORD
The Men and the Machine
By Robert Lacey
Heinemann, £15

Robert Lacey's latest blockbuster is dedicated to his agent, and quite right too. For it was he who suggested, following two previous bestsellers involving royalty, money, and power in Britain (*Majesty*) and Saudi Arabia (*The Kingdom*), that Lacey should jump continents again to find the same profitable combination of ingredients among one of America's imperial dynasties. Due partly to the great wealth of the Ford archives, partly to the astonishing openness of practically every living member of the clan, the Ford turn out to provide the best subject yet for his particular talent.

As an historian turned journalist, he is able to combine the methods of insight investigation with an impeccable respect for the written sources. Both the breadth of his research and the 200-odd interviews he conducted compel unstinting admiration. Yet the book is not, as it so easily might have been, just a piling up of facts laced with gossip. It is vividly written, in a racy but economical style that only occasionally lapses into cliché. The large and crowded canvas is managed with skill and perspective, and Lacey's judgements are shrewd, humane, and fair. It is a triumph of popular scholarship.

It is really two books, for the first 400 pages are essentially biography of Henry Ford I, while the last third is the subsequent history of the company under his grandson Henry II. The latter is for the most part an unedifying story, in which oral sources inevitably come to predominate — everybody involved in the power struggles of Henry II and Lee Iacocca seems to be for ever either "kicking ass" or "sucking ass". But this is like the tawdry sequel to a classic film. Lacey's best writing, and the bulk of the book, is devoted to the epic of Henry I.

No one better embodies the contradictions of the American dream than Henry Ford. On the one hand he was the country boy who liked tinkering with farm machines, the democratic genius who popularized a rich man's toy by putting it within the reach of every American, the benevolent employer, and the folksy idealist who used his status as an American hero to preach his personal gospel of self-reliance, fair dealing, and clean living across the nation. On the other hand it was the mass ownership of motor cars, more than anything else, that destroyed the old rural America he cherished; while his invention of the production line enslaved more thoroughly than ever before all those free Americans to whom he addressed his sermons. In the hungry Thirties Ford fought the unions more unscrupulously than anyone. In truth, in his private life and his business ethics alike, old Hen-

ry was very far from the upright paternalist of the popular imagination. He was an unfaithful husband, a peculiarly cruel father to his only son, a ruthlessly hypocritical manipulator of his own advantage, and he ran his business as an arbitrary, jealous and often crack-brained despot.

Lacey splendidly demythologizes Ford without denying the quirky genius that ensured that, even when his sins and inconsistencies were exposed, his hold on the American imagination remained unbroken. The chapter in which he traces the roots of Ford's homespun philosophy, adapted from Emerson to fit his own prejudices, is especially good. But equally brilliant in his account of the means by which Ford forced down the value of his own company's shares in order to do down his partners and acquire sole control as cheaply as possible. Even to the reader with no previous understanding of either business or cars, Lacey presents the ingenious contrivances of Ford's devious mind with an appalling clarity.

As say as sentimentalizing Henry I would have been to take a hatchet to Henry II. In fact Lacey is as fair to young Henry's rescue of the company after the war, before his decline into alcoholism and the divorce court, as he is clear-sighted about his grandfather. Yet the contrast between the generations points an inescapable commentary on the corruption of American innocence. Old Henry was a devil, but he was an authentic hero. He had fine ideals, even if he couldn't live up to them. His progeny are just another rich, spoilt, feuding dynasty, straight out of *Dallas*. As he put it in his individual, unlettered spelling: "Money the Root of all Evil." But he made it for them.

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Radical adventure Down Under

Linda Christmas

THE WHITLAM GOVERNMENT
1972-1975
By Gough Whitlam
Viking, £17.95

made into a television series shown here last year. With so much emphasis on Whitlam's dismissal, the aspirations and achievements of his three years in office have been under-analysed.

It was inevitable, then, that Whitlam would write this book. It is a detailed record of what was attempted in those years and why; it is a welcome and necessary reference work for students of Australia. But with a little more effort on the part of the author and the publisher, it could have had wider appeal. It is an effort to read. It is dully presented — even the cover is an unappetising slate-grey, kangaroo colour — and it is dully written with many a sentence both clumsy and verbose.

I opened the book with much enthusiasm, egged on by

the publisher's blurb, which states: "Whitlam paints a broad and illuminating canvas of Australia as it was, as it has become, and as it yet might be." He doesn't. The "As it was" — the history — is skimpy. The difficulty Australia had in the early years in attracting immigrants is dismissed in one sentence: "The penal colony feature of the nations development discouraged most Europeans from embarking upon migration." And other historical sections (on women, for example) are merely a litany of previous legislation.

What the book does — and does well — is paint a picture, under headings lifted from Cabinet portfolios (education, aborigines, transport, housing, and so on) of the policies of a Prime Minister who was an innovative thinker and a man of vision, and of a Government that had real plans for Australia. Some were grand, like the attempts to borrow millions of dollars of Arab money to fund a dream to buy Australia back from the grip of foreign investors. Others were less grand and rather ridiculous, like the Commission to

explore the whole area of Human Relationships. This is hardly an objective book. There is much self-justification and special pleading, and some revealing sniping at opponents. Whitlam is inordinately proud of being an educated and cultured man, and was obviously delighted to discover that when Malcolm Fraser, the man who ousted him, got The Lodge, he turned the music room into a spare toilet. There is also the barely veiled suggestion that one of the reasons why Rupert Murdoch's newspapers turned against him (having supported him in the beginning) was that Murdoch was disappointed not to have been appointed High Commissioner to London.

Although this book is not about the dismissal (Whitlam has written about that in *The Truth of the Matter*), there is plenty of room in 700 pages for Whitlam to restate that the events of November 1975 were a political crisis, which he should have been left alone to solve, and that they should not have been turned into a constitutional crisis by the Establishment out to remove him.

All this may well be true. But it doesn't answer the fact that in an election held a few weeks after the dismissal, it was the voters who finally turned him out.

was obscurantist even in his own time, and his leading contemporaries were barely tolerant of it. His obsession with his libido was frequently embarrassing, but Gandhi never hid it. His autobiography is still the best source of reference for digging it up. Even Gandhi's failures in South Africa are well known. No doubt Mr. Edwards is right in pointing out that Attentborough's *Gandhi* ignored them; but that is not a good excuse for a bad book about the subject.

Although it purports to be about Gandhi, for the most part this is a pedestrian, at times ponderous, history of the Raj. Its account of the development of the Empire is correct, but not illuminating. Only the 34 illustrations are interesting, although the captions are carelessly inaccurate: for instance, Fatima was Jinnah's sister, not his daughter.

Once upon a time ... for feminists

There was once a cartoon that showed a trollhunter ascending a tower by means of his ladylove's hair. Climbing through the window he discovers the long blonde tresses have sprouted not from his maiden's head but her clitoris.

Roughly the same expression will confront the features of the gallant reader who picks up Jack Zipes's edition of contemporary feminist fairy tales. Not in reaction to the tales, but to the essays that accompany them.

Significantly, these essays are penned by other hands than the fairy-tale authors. The noble exception is Professor Zipes. It is he, the only man around, who explains that feminist fairy tales are a critique of the male viewpoint that has dangerously influenced children in their conception and expectations of the world. For small boys, *Little Red Riding Hood* instils the impression that all women wish to be raped. For little girls, the moral to be drawn from *Sleeping Beauty* is that beauty is their most valuable asset, marriage their only prize, and passivity the best means of attaining it.

To Professor Zipes's aid come a swarm of liberal-minded American academics, whose experience has shown that marriage is no prize but a punishment, and that stepmothers can be nice.

Apart from Zipes's own contribution, the tales themselves are provocative, witty, and entertaining, with distinguished contributions from Angela Carter, Margaret Atwood, and Tanith Lee. Traditional motifs and plots are employed, only to be subverted, so that what is on offer is neither escape nor a moral code but pumpkin-like reality. In one, the Prince marries not the Princess but the Witch — a pretty girl with a bat called Basil. In another, Cinderella refuses the Prince, pretending the slipper is too tight.

Anthony Lambton's second novel also tapers with the fairy-tale. Inspired by an autobiographical fragment of the German poet, Heine, this athletic footnote tells of a young executioner's daughter who dreams monodically of love and eventually finds it in Heine's arms.

Lambton writes with great confidence but with little economy or lightness of touch. (His characters are fed not on sugar and spice, but on Goethe and Hegel.) Hijacking a familiar literary form at some length, he does not quite know where to take it. There is also an irritatingly knowledgeable tone that seeps through the false simplicity — the tone of someone who knows from experience that a girl who goes

Fiction Nicholas Shakespeare

DON'T BET ON THE PRINCE
By Jack Zipes
Gower, £17.50
THE ABBEY IN THE WOOD
By Anthony Lambton
Quartet, £9.95
THE GAME OF THE PINK PAGODA
By Roger Moss
Collins, £10.95
THE SONG OF THE FOREST
By Colin Mackay
Canongate, £9.95

round kissing frogs is likely to contract swamp fever.

Some of it teeters from the Gothic to the ludicrous. *Post coitum omne animal triste est*, says Heine dramatically after their first night together. When told what this means, the heroine remarks, "Yes, I've noticed that's the case with dogs and deer. It is not so with me."

More profitable proof of the fairy-tale's endurance is to be found in two first novels. *The Game of the Pink Pagoda*, by Roger Moss, a teacher at Essex University, is a work of conscious literary trickery. Clever (sometimes too much so), and written with a fine ability to impersonate a range of differing styles, it invites the reader to witness — and, more archly, participate in — a series of permutations involving the same set pieces. A pink pagoda in a wood, the owner of the big house, the owner of nearby quarries, the beautiful woman, and so on.

Each chapter tells a completely different tale until it becomes clear the game is really a demonstration of the fictional process itself, and that the Pink Pagoda is merely the pea on which any number of separate mattresses may rest. The result is an exercise in how fiction works more than a successful work of fiction.

No such problem troubles *The Song of the Forest*. Set in a medieval Scottish glen, though partly inspired by Jewish legend, the novel is a lyrical delight, and is written in the swathing rhythms of its villagers' scythes. Following the magic means used by a small community to ward off a plundering band, it also captures their visceral earthiness and respect for nature. And this at a time when a squirrel could travel the branches from Cuthbert to Cornwall without ever touching the ground.

Taking a mallet to Gandhi's halo

Karan Thapar

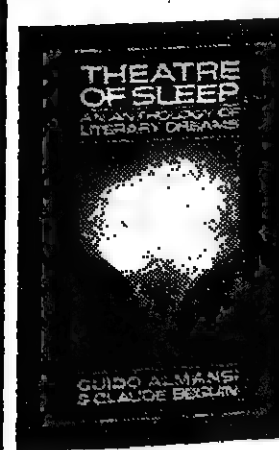
THE MYTH OF THE MAHATMA
The British and the Raj
By Michael Edwards
Constable, £12.95

At almost every level this is a disappointing book. To begin with its title suggests an expose of Gandhi; instead he only features, in any substance, in part four. Then, the portrait that emerges is neither new nor revealing. Its hallmark, if the term is appropriate, is its bias against the man. The tone is often scathing, the interpretation crude, and the attempt to understand the Mahatma's philosophy of *ahimsa* is shallow.

For instance, Gandhi's "Satyagraha" is glibly described as "non-violent religious terrorism", without any attempt to justify the terminology. Elsewhere the philosophy of Krishna from the *Bhagavadgita*, from which Gandhi derived much of his own thinking, is peremptorily dismissed as "a formula for the dehumanization of man". And the entire history of Gandhi and the Raj is presented as a conspiracy between successive Viceroys and the Mahatma to prop up the conservatism of the latter. It is not even clever: so how could it be convincing.

Of course, there is much of the Mahatma that was myth. But almost 40 years later most, if not all, of it has been exposed. Gandhi's attitude to

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J. G. Ballard, *Guardian*



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THE MISSION'S PURPOSE?

The visit to London by the Soviet Foreign Minister, Eduard Shevardnadze, was billed in advance as heralding a return to normality in Anglo-Soviet relations. In the event, it provided a forum for Mr Shevardnadze to engage in a little superpower one-upmanship by announcing the Soviet Union's agreement to a new set of disarmament and verification talks.

The British-Soviet relationship — the ostensible purpose of the Soviet Foreign Minister's visit — seemed by late yesterday to have been relegated to the background. This raised the question of precisely why Mr Shevardnadze had come to London.

Following Mr Shevardnadze's visit it is possible, just to speak, of a new climate in relations between our countries in which differences of character, approach and priorities may perhaps be subordinated to doing business — whether commercial or political. That at least is what the diplomats who prepared the visit and engineered its success would have us believe. It is also what Mr Shevardnadze emphasized before he left yesterday.

But the somewhat eclectic nature of the three Anglo-Soviet agreements signed by the Soviet Foreign Minister in London indicate how deep the two sides had to dig to find common ground. The long-term economic agreement gives Britain a status in its dealings with the Soviet Union similar to that enjoyed by most of Western Europe. The agreed new procedures to enable warships of the two countries to avoid incidents at sea may have been calculated to please a maritime nation but are unlikely to bring about a radical difference in conduct on the high seas which is

anyway governed by international regulations.

Moreover the settlement of the nearly 70 year old feud on reparations for damage sustained to British interests in Russia during the 1917 revolution should be seen for what it is: a symbolic gesture which has cost neither side very much but gives an attractive impression of progress. In fact, the British side has come off considerably worse in terms of the paper money transactions involved.

The fact that both parties to the agreement have chosen to endorse the impression that there has been a radical departure from the habits of the past 10 years illustrates how keen both sides were to clean the slate of Anglo-Soviet relations and start afresh. But habits and attitudes die hard and the Anglo-Soviet relationship has been a graveyard of good intentions.

It is as well to consider some of these before the realities of Anglo-Soviet relations become too deeply buried in euphoria about the new start. In the winter of 1984 the Soviet leader designate made a highly successful visit to Britain which was analysed at the time as a dry run for Soviet diplomacy Gorbachev-style and as evidence that both sides were intent on establishing better relations. A matter of months later the goodwill evaporated in a series of mutual diplomatic expulsions which deprived Britain of some of its most experienced diplomats and journalists in Moscow. It is important, too, to examine the motives for the good intentions — on both sides. We are used to seeing the motivation of Western leaders who try to improve relations with Moscow interpreted in domestic terms. The desire to clear up outstanding difficulties, to be remembered as a peace-maker, to appear as a

statesman of world stature. But similar considerations operate in the Soviet Union of the 1980s.

The one consistent feature of Mr Gorbachev's foreign policy, which has otherwise been riddled with contradictions, has been a determination to clear the decks of problems inherited from previous leaderships. He has paid especial attention to problems which restrict the Soviet Union's capacity for effective operation in the 1980s and which are capable of relatively cheap solution. The question of compensation for Britain's pre-revolutionary investors was one of these, as was the matter of Japanese who wanted to visit family graves on the Kurile Islands which has also been solved recently.

The third element affecting the success of Mr Shevardnadze's visit to Britain is, as the announcement of new talks in Geneva so graphically demonstrated, the United States. The spectre of the United States hovered uneasily over all Mr Shevardnadze's talks in London, whether in speculation about a second superpower summit or in discussions about the Strategic Defence Initiative and the difficulties of verification in space. Indeed, it tended to obscure the bilateral essence of Mr Shevardnadze's visit.

All this should have posed — but rarely did — the question of whether the Soviet Union was interested in better relations with Britain for its own sake, or whether Britain is seen from Moscow merely as a conduit through which it can communicate with and perhaps exert pressure on Washington. This is something we need to know before Mr Shevardnadze's visit is described either as a success or as a return to normality in Anglo-Soviet relations.

QUICKER BY QUANGO

"It's quicker by quango," the general manager of the Washington New Town Development Corporation called his history of that exercise in reclamation, landscaping and town building. The phrase sums up the pride of the New Towns and the sense that in single-purpose development corporations is a good administrative model.

The New Town corporations have been widely admired. People may differ on the architectural and aesthetic merits of Peterborough and Milton Keynes but their appointed executives have been applauded for the speed and energy which they have carried out public purposes. So there was nothing partisan in the fact that the Government turned to the development corporation model as the mechanism for regenerating derelict docklands in east London, Liverpool, Bootle and Wallasey.

Large sums of public money have been spent. Neither the London Docklands nor the Merseyside corporations should, five years on, be immune from fierce questioning about their stewardship of it. Neither, however, should they be deprived of the credit due for regeneration in their areas.

FLAWED CARERS ARE CARED FOR

The London Borough of Brent had statutory care of Jasmine Beckford. It delegated that care to professionally qualified social workers, operating in a hierarchy of supervision. Jasmine was inadequately supervised. It is possible that the social worker's failure to monitor her progress after she had been returned to her mother's care allowed the man with whom her mother lived opportunity to kill her.

After exhaustive inquiry by Mr Louis Blom-Cooper's committee a disciplinary body sat and the social worker was dismissed. Her supervisor was also dismissed. The dismissals have yet to be adjudicated by industrial tribunals.

A cruel vindictiveness unfortunately accompanies these cases. The popular newspapers sharply articulate a collective guilty conscience by shifting the social workers, attributing to them powers which they lack in law and which they could not nor should not possess in practice.

The social workers concerned, Ms Gunn Wahlstrom and Ms Diane Dietmann, were not. Having been identi-

The opening of the Becton marshes to housing, the renewal of the economy of the Isle of Dogs, the Albert Dock development, the Garden Festival site: these are a physical manifestation of success in restoring people and economic activity to sterile lands. Little wonder then, that planner and politicians are attracted by the model for other inner city works.

The ageing of the nineteenth century city cores, the failure of local economies, blighted land, social malaise — all of which is conveniently labelled the inner city problem — survives, and in some cities worsens, despite the variety of "urban policy" initiatives. The development corporation as a means of more effectively delivering public money to specified urban areas is no more a panacea than any other; it will not by itself conquer the persistent problem of duplication between government departments nor can it counter long-term structural economic decline. But, with caveats, here is a model worth further experimental application.

It will need always to be tailored to local circumstance. What might be needed, for example, to reclaim dereliction and promote investment in Liverpool should not be

expected to apply in West Midlands, with its energetic and sensible local politicians and its stout record in helping combat economic recession. There are several areas where a single purpose corporation with a handsome budget and a clear task of physical regeneration could surely make progress: in Cleveland perhaps and in parts of Greater Manchester.

Development corporations are no substitute for local authorities. They cannot express local opinion; there is no evidence that appointed bodies could carry out such municipal services as education or social support. What corporations can do is relieve certain local authorities of the work of land acquisition and development which involves skills and sums which councils do not, by and large, possess.

The development corporation is a building agency, a body to realise a plan. It should be finite in term and limited in geographical extent. But above all it costs money. To attempt to promote development corporations as a solution to inner city problems without providing the wherewithal to make them work would be a discreditable deception.

those who can't, teach. One might, charitably, argue that having learnt a great lesson from her mistakes in the Beckford case Ms Dietmann would be a good counsellor to future generations of trainee social services staff. But the Blom-Cooper report leaves little doubt that Ms Dietmann has been anything but contrite. Intellectually, it appears, she was convinced she was right in her approach to the Beckford case, and that makes it all the more worrying that her appointment in Wolverhampton has, by the testimony of the college vice-principal, been influenced by her "sincerity and commitment".

The merit of the long and expensive inquiry into the Beckford case was that, like such inquiries as that into Maria Colwell's death 12 years ago, everyone learnt lessons. The protection of children and the delicate task of intervention in family life by the State improved. But the report was also a judgement on local government officers. The fate of Ms Wahlstrom and now of Ms Dietmann looks like nothing so much as the machine, which ought to serve the

Athletes caught in political net

From the Honorary Life President of the International Olympic Committee

Sir, The Prime Minister, Mrs Thatcher, is reported as saying, "Boycotts will not end apartheid". She remembered that in 1980, following the lead of the President of the United States and with the aid of the then Prime Minister of Australia, she was instrumental in trying to organise a boycott of the Olympic Games in Moscow.

Perhaps she has realised that the Soviet troops are still in Afghanistan six years after and regrets her boycott appeal which, to their credit, was refused by the British Olympic Association as well as the Australian.

The boycott by the USA resulted in the partial boycott by the eastern European countries at Los Angeles in 1984. Nobody won the political games, but in both cases the competitors and competitions suffered.

The Commonwealth Games do not come within the ambit of the International Olympic Committee; they are different from the world-wide Olympic Games or the continental and regional games (which do not discriminate on race, politics or religion) as they are based on a political, as opposed to geographical entity — the Commonwealth.

There is a similarity in all international sports in that some athletes can defy the dictates or desires of their political leaders and travel freely, while others

suffer from the decision of powerful politicians. In 1980 in the USA there was even a threat of denial of travel permission.

Having presided over the IOC, when there were boycotts at Montreal and Moscow, I write with great feeling for the athletes who are the victims of political expediency.

Yours faithfully,
KILLIAN
9 Lower Mountpleasant Avenue,
Dublin,
Republic of Ireland,
July 14.

From Mr John M. Taylor, MP for Solihull (Conservative)
Sir, In 1968 Basil D'Oliveira, born in South Africa, was chosen by the England cricket selectors to tour South Africa with the England team. The South African authorities said he was not welcome. The English selectors, quite rightly, said they would not permit such interference with their right to choose their own team and pulled out of the tour.

In 1986 Zola Budd, born in South Africa, was chosen by the England athletics selectors to compete in the Commonwealth Games with the England team. The Commonwealth Games authorities said she was "not eligible" (wellcome!).

Should not the English selectors stand by Zola Budd as they stood by Basil D'Oliveira?

Yours etc,
JOHN TAYLOR,
House of Commons,
July 15.

S African crisis

From Dr Stephen Mennell
Sir, The "kith and kin" card is at last played by Mr J. H. Spencer Ashworth in his letter (July 16) about the South Africans at Delville Wood in the First World War.

As an antidote to such sentimentality, readers of *The Times* may care to be reminded that the then leaders of the party, which now rules the Republic of South Africa were on Hitler's side in the Second World War.

Yours faithfully,
STEPHEN MENNELL,
7 Wheatheaf Way,
Alphington,
Exeter, Devon.

Jews in Russia

From Dr Paul Robinson and Dr Mark Berger

Sir, We have just returned from the Soviet Union, where we visited, in Moscow and Leningrad, a number of Jewish physicians and biologists, who are being denied the opportunity to work at a level consonant with their training, entirely because they have applied for emigration to Israel.

We saw a former virologist, who

has been refused permission to publish his thesis on oncornaviruses and who now works as a urologist, seeing over 50 patients a day in a clinic. We saw a former entomologist who now works as a lift operator.

We saw a world-renowned oncologist who is unable to pursue his research and is denied contact with colleagues in the West. We saw a former medical neuroscientist of the highest calibre, who regards himself as fortunate to have a job solely reading electro-encephalographs.

Our view, as physicians and researchers, was that these people were being denied the chance to pursue careers which reflect their ability and training while being refused permission to leave the country and continue their research in the West.

It is also our view that the trust which is a necessary premise for talks on mutual disarmament cannot be developed until the Soviet Union respects the basic rights of its citizens.

Yours etc,
PAUL ROBINSON,
MARK BERGER,
Institute of Psychiatry,
De Crespigny Park,
Denmark Hill, SE5.

Barrages and birds

From the Director General of the Royal Society for the Protection of Birds

Sir, Your article, "Consortium puts £5 bn Severn barrage plan to Energy Secretary" (July 9), raises the spectre of massive engineering works in some of the nation's most important estuaries. Whilst the Severn may be the leading contender, the article mentions the Solway Firth, Morecambe Bay and the Wash. There has been recent Press speculation about barraging the Mersey.

Because of Britain's geographical position and equitable winter climate its estuaries are of great importance to wildlife and wading birds. Huge numbers spend the winter there or use them as "refuelling" sites during their long-distance migrations.

On the gravy train

From Mr Peter Lewis

Sir, Britain in the 1980s is increasingly indistinguishable from the looking-glass world. According to Spectram (July 8) a new graduate aged 21 has accepted a starting salary of £16,000 in banking and is looking forward to "quick promotion and high pay".

To obtain a comparable salary, those responsible for producing graduates have first to achieve promotion to the grade of senior lecturer, which is notoriously difficult and slow today because of the rigid quota system and intense competition, and then to advance several points up the appropriate salary scale, something many do not hope to do until over 50 after at least 25 years of service.

Unless they are lucky enough to obtain a chair, also notoriously difficult, they can look forward to a maximum salary of well under £19,000. Evidently England is no longer a nation of shopkeepers, but of accountants and bankers.

Yours faithfully,
PETER LEWIS,
University of Durham,
School of English,
Elvet Riverside,
New Elvet, Durham.

Grassroots godfathers

From Miss L. A. Zaina

Sir, It is strange to find in *The Times* an article (July 7) which purveys the kind of quasi-romantic view of the Mafia which, to whatever extent it may have applied to the *omertà* society, bears no relationship to the ruthless criminal organization of the present day.

Doubt is cast on the Mafia's connection with heroin traffic-

ing, whereas the judicial investigations since 1982 have shown conclusively that it has provided the new bosses with assets reckoned in billions of dollars invested in real estate and business undertakings both at home and abroad.

When General Carlo Alberto dalla Chiesa, the new Prefect of Palermo appointed specifically to combat the Mafia, was murdered together with his pregnant young wife, Emanuela, on September 3, 1982, a rough notice at the place of assassination proclaimed: "Here died the hope of honest citizens of Palermo".

That death was a turning point in the determination of the central Government to prosecute by every means in its power the war

against the Mafia, a war in which since 1982 not only investigating magistrates and policemen but also innocent members of the public (including women and children) have been in the firing line.

If the Mafia's ramifications make its suppression well nigh impossible, as Christopher Duggan suggests, at least its vulnerability has been made manifest and the breakdown of "omertà" (unwillingness to give evidence) holds out some promise for the future.

Yours sincerely,
L. A. ZAINA,
University of Liverpool,
School of Modern Languages,
PO Box 147, Liverpool.

The working class and the young are, for various reasons, under-represented on the electoral rolls. Attempting to correct this primary skew on the court-room floor is not necessarily an abuse.

Yours faithfully,
ROBERT CLOTHIER,
182 Barns Road,
Oxford,
July 10.

Present steps for past's future

From the Chief Executive of English Heritage and others

Sir, In 1984 the Government published a consultation paper on the ecclesiastical exemption. This is the system whereby a listed ecclesiastical building is exempt from most of the controls that apply to secular buildings which are listed as being of special architectural or historic interest.

Many bodies responded to that consultation paper and the Government's decisions are awaited. The issues involved are complex and whatever is decided is unlikely to find universal favour — not even amongst the signatories of this letter.

But there is one step which we believe the Government could and should take which would receive wide approval: that is to end the system whereby it is possible for an Anglican church which is no longer required for ecclesiastical use to be demolished without listed building consent provided that the demolition follows a scheme under the Pastoral Measure 1983. The Church of England alone enjoys this right: all other churches must obtain listed building consent. There is an opportunity for the Government to make a modest step now by introducing or accepting an amendment to the Housing and Planning Bill designed to make this necessary change.

Yours faithfully,
P. W. RUMBLE, Chief Executive,
English Heritage,
JOHN S. ANDERSON, Chairman,
Historic Buildings Working Party,
Royal Town Planning Institute,
IVOR BULMER-THOMAS,
Hon Director,
Friends of Friendless Churches,
JULIAN W. S. LITTON,
The Victorian Society,
KEN POWELL, Secretary,
Save Britain's Heritage,
PETER ROBBSHAW,
The Civic Trust,
PHILIP VENNING, Secretary,
The Society for the Protection of Ancient Buildings,
English Heritage,
Fortress House,
23 Savile Row, W1,
July 15.

From Mr Richard Griffith
Sir, The Select Committee on the Environment has today completed taking oral evidence for its inquiry into historic buildings and ancient monuments. What subjects deserve to be included in its final report?

May I suggest that one should be the administration of listed buildings? The Department of the Environment admits that it does not monitor the effect of listed building control, and does not even know how many individual buildings are subject to control. It is curious, to say the least, that the authority charged with overseeing the administration of the country's architectural heritage cannot describe what it is administering or how it is being administered.

The select committee might consider asking the Secretary of State to undertake basic research concerning the number and distribution of listed buildings, and to introduce a system for monitoring the effect of listed building legislation.

Yours faithfully,
RICHARD GRIFFITH,
5 The Circus,
Bath, Avon,
July 16.

His shroud the snow

From Mr William Summers

Sir, Sandy Irvine, who died with George Mallory in 1924, was my mother's younger brother. His memory was held in some reverence by us all, and for this reason my first inclination is to agree with Dr Warren (July 10) who is only the most recent of a long list expressing the same opinion — until I consider the man himself, and what he might have thought.

He died before his 21st birthday, but into that short life had packed more than most. He captained Shrewsbury to win the Elsenham Cup at the 1919 Peace Regatta, was president of the Oxford University Boat Club, suggested improvements to the Maxim gun breechblock and was working on an early form of automatic pilot for aircraft.

I am sure that Sandy, with his inquiring mind, would be happy that there is still interest and speculation over their achievement, and would not think of the proposed search as desecration. The finding of a camera with viable films, or even evidence from position of remains, might finally close the saga one way or the other. I wish the Americans every success.

Yours faithfully,
WILLIAM SUMMERS,
Prides Close,
St Michaels,
Tenbury Wells,
Worcestershire,
July 10.

ON THIS DAY

JULY 17 1863

In 1863 New Zealand was granted self-government. The Maoris who had accepted the Queen's sovereignty in 1840 nevertheless endeavoured to retain some of their former authority. Their efforts to do so resulted in 10 years' (1863-71) of sporadic warfare. Finally their resistance crumbled and they were ready to accept the conciliatory attitude of the government.

THE INSURRECTION IN NEW ZEALAND

(From a Correspondent.)

DUNEDIN, OTAGO, May 18. ... Another of those murderous attacks which characterized the opening period of the last Taranaki war has just occurred at Taranaki, resulting in the deaths of two officers and six men of the 6th Regiment. They were escorting some Maori prisoners, and, surprised by a Maori ambush, were shot down and tomahawked, their bodies being afterwards horribly mutilated.

Intelligence was received in Auckland that a large party of Waikato natives were marching down to Taranaki, and General Cameron, who had only left the latter place a few days previously, at once hurried back in the steamer. He did not arrive at all too soon. Matters were looking decidedly ugly; all sorts of rumours were flying about, and it was considered advisable to take extra precautions.

On the 25th of April a warning was sent to the Governor by some friendly natives that the rebels intended to commence fighting on the day before, one following (Monday). Similar intimations had been conveyed to the settlers living outside the town, and they were all to a great state of trepidation, many of them coming into town. His Excellency chose to disregard this warning, and even endeavoured to induce the settlers to go back to their farms as they had nothing to fear. It was a most fortunate thing that this advice was not taken, and that it had been necessary to send out small detachments of military during that day, as it was afterwards discovered that an ambush of three armed parties of rebel natives had been stationed on the road between New Plymouth and Taranaki, with the avowed intention of cutting off the first Europeans who should pass that way. Still, singular as it may seem, although the threatening attitude of the natives was publicly known and commented on by the Taranaki journals, no steps were taken by the Government — or, at any rate, only very imperfect steps — to guard against the danger. It would appear that his Excellency would not believe the Maories intended to fight, and he was determined, if possible, not to be the first to strike a blow. The result is soon told, and a melancholy tale it is. Two escort parties were passing along the Taranaki road on Monday, the 4th of May, when they were fired into by some natives, and all were killed. One of the escort parties managed to retreat in safety, but the officers and men composing the other party were, with one exception, shot down, and their bodies afterwards brutally mutilated.

Of course, it is impossible to predict what will be the result of the late outrage. By the last advice, a large body of Waikato natives were marching down to Taranaki, and if the Governor should find it necessary to proceed to hostilities it is very probable that the whole native population south of Auckland will be drawn into the struggle.

The Waitara, that old bone of contention, has been given up by the Governor. This I have on the most undoubted authority. An investigation has been going on quietly for some time, and I believe his Excellency has decided upon handing over the disputed land to the rival native claimants to settle the matter among themselves.

Quick off the mark
From Mr William Bown
Sir, I recently carried out a (modest) sponsored cycle ride to raise some funds towards the expenses of our village's abbey millenary celebrations next year.

In order to satisfy the more doubting of my sponsors, I purchased from a reputable supplier a cyclometer, made, alas, in Japan. This was then fitted in accordance with the maker's instructions.

Imagine my surprise, therefore, as I made my leisurely progress across the Blackmore Vale, when I noticed that the initial setting of 0000 was, after five miles, reading 9995; and it continued thus to reduce.

In this Industry Year, could a British manufacturer assure me that forward is their motto?

Yours faithfully,
WILLIAM BOWN,
Holly Lodge,
4 Long Street,
Cerne Abbas,
Dorchester, Dorset,
July 5.

Egg on the face?

From Mr R. G. Robinson

Sir, So egg-and-spoon races at an Avon infants' school are under scrutiny and indeed banned by the head teacher (report, July 11).

Perhaps, in line with other sports, we shall have drag tests for them next? But, if so, please tell these be on the infant competitors, or on the eggs, or on the chicken that laid the eggs? Or is the reported investigation of the head teacher concerned more suitable?

Yours faithfully,
R. G. ROBINSON,
Long View,
Limes Lane,
Buxted,
Uckfield, East Sussex.

THE ARTS

Khalil Gibran

Television
The real tyrants

The race-relations industry came in for an unexpected pasting on *Diverse Reports* (Channel 4) — unexpected, because it is precisely in this slot that one expects to hear the chattering drone of lip-service against which the reporter Christine Chapman provocatively and courageously tilted. "Anyone who criticizes the anti-racist lobby is branded a racist" was the sum of Miss Chapman's complaint. There exists, in other words, a "tendency" (her term) to persuade the white majority that it will remain incapable of civilized behaviour towards the coloured minority until it has been comprehensively re-educated — a tactic which is both grossly insulting and patently counter-productive (say terms).

One would not much care, for choice, to be re-educated by the asinine schoolteacher (white) shown encouraging a mostly black class to vet library books for instances of sexual and racial discrimination: eager to please, the children dutifully did their Hitler-Jugend bit on the offending works. It would have been hilarious had it not been so alarming.

Broadly supporting the thesis that anti-racists "allow individuals to shirk moral decisions", Roger Scruton seemed to identify himself with liberalism, which was odd, and Ray Honeyford snarled himself to be intelligent and articulate, which was not so odd.

The character played by Joan Hickson in *Daylight Robbery* (BBC2) would have been ideal pillory fodder in these latitudes. An elderly banker's widow more used to treating Kenyan servants as ghosts than to submitting to her son-in-law's grumpy flat in London, she deteriorated rapidly from spoilt old person to would-be bank-robber.

Rose Tremain's script was fictitiously set in a bizarrely constructed (why on earth did we see so much of the American couple when they contributed so little to the plot?), but Miss Hickson's performance was a beautiful creation of arrogance, dotiness and offended dignity. Come the revolution, of course, each portrayal will be forbidden on ideological grounds.

Martin Cropper

Theatre
Revolt of the human willThe Danton Affair
Barbican

Georg Büchner has bred numerous 20th-century theatrical descendants but none so obsessive as Stanislaw Przymusiński, a daughter of the Polish expressionist, who devoted a large part of her short life (1901-35) to studying the French Revolution and, in particular, to challenging the revolutionary viewpoint Büchner presented in *Danton's Death*.

Büchner famously offered a critique of self-justifying terror applying to every such upheaval from 1789 to Pol Pot's Cambodia; and located Danton in the midst of it as a man who fatally turns his back on virtuous carnage in favour of ordinary human appetite.

In the Polish piece the values are reversed. The main characters still conform to their prototypes. Danton remains a great lusty bull, practising and proclaiming the rights of individual freedom. Robespierre remains a reptilian guardian of the public will,

disdaining appetite and life itself in the service of social change. The difference is that the play is on his side; and that Danton, far from embodying a solitary outpost of sanity in a world run mad, emerges as a self-seeking demagogue well on the way to becoming a class enemy.

Whereas Büchner fatalistically depicts the revolution as a sickness that has gripped mankind, the Polish author presents it as an affair of the human will. Robespierre's speech to this effect is the most eloquent defence of terror I have ever heard. Danton himself is likewise transformed, from an unresisting victim advancing to the guillotine, to a trapped animal fighting for his life.

As that may suggest, neither figure is belittled by the Polish viewpoint; the dialectic between them remains as urgent as in Büchner. And, when I first saw the play in Warsaw 10 years ago, Andrzej Wajda had converted both stage and auditorium into a single courtroom.

At the Barbican the play



Impassioned oratory, volcanic defiance: Ian McDiarmid (left) and Brian Cox as Robespierre and Danton

appears in a version by Pam Gems which — with what faithfulness I cannot guess — restores it to a world of historical melodrama. The great tirades and tête-à-têtes come through with full power. But they are surrounded by group scenes from which it is hard to withhold the stock comparison to schools history broadcasting. The personages form into their separate factions for momentarily blood-

less exchanges. "Thanks to Camille, I have the mind of every man in Paris. Oh, hello Camille." Shades of L. du Garde Peach; though even he would have drawn the line at such prison dialogue as: "I've been thinking." "Well, that makes a change."

Ron Daniels's production is nobly set (by Farrah) in a vast chamber glinting with tarished gold, where the mouldings seem encrusted

with dried blood. History could find it re-enacted here, but the present rough and ready crowd scenes and undercharacterized supporting performances give it small chance.

The central duet is another matter. Brian Cox's Danton, first seen grossly slumbering to the disgust of his child bride, proceeds to a performance of sustained volcanic defiance, from which he

emerges with appropriate ambiguity as a windbag of heroic proportions. Ian McDiarmid's Robespierre, a puny, shrivelled figure, delivering his most inhuman decrees in a mild legalistic tone and rising to a zenith of impassioned oratory on the theme of democratic terror, is a figure to remember and take warning from.

Irving Wardle

James R. Oestreich reports from New York on the massive renovation now in progress at the acoustical legend which is Carnegie Hall

Could it be even better still?

to be wary of such claims, there seems ground for optimism.

The work entered its most crucial phase this spring when, immediately following a jazz concert by the Don Shirley Trio, the hall closed for seven months and work began on the restoration of the auditorium itself, to take place concurrently with renovation of the building's exterior. Already completed segments of the \$50 million master plan include restoration of the facade and entrance of Carnegie Recital Hall; conversion of Andrew Carnegie's old Masonic Chapter Room into the Kaplan Space, an acoustically adaptable room for the main stage, for rehearsal, performance and recording; and much work on the building's plumbing, heating and ventilating systems.

Inside the auditorium the guiding philosophy is, in the words of the

corporation president Isaac Stern, who spearheaded the campaign to save the hall from scheduled demolition 26 years ago, to "add nothing, only restore". There will be no attempt to modernize. Everything will receive a fresh coat of paint, and new seats will be installed. The fabric of these seats and the reupholstered railings has been scrupulously tested to assure sound-absorption properties that match those of the old material. The original wood floor, at one point covered with vinyl in a cost-cutting move, will be restored.

This last, of course, should provide some of what Stern calls "an even richer mix of the basic Carnegie sound". But the biggest surprise to come out of the recent flurry of announcements was the description of the current state of the acoustical shell on the stage itself, and of plans to restore it. It

turns out that the "teaser" curtain and baffles hanging above the stage — which many of us have taken for granted, assuming perhaps that they served some acoustical purpose — are merely cosmetic; they actually detract from the sound, but hide gaping holes in the upper part of the shell. The damage was inflicted in the mid-1940s — a blissful time, apparently, when acoustical wealth was simply there to be squandered — to provide choice camera-angles for the filming of the movie *Carnegie Hall*, and never repaired.

So the sound we so treasure today is not by any means the ideal Carnegie sound, and real improvement should be possible. Of course we have long known that the sonic impact is fullest in the higher reaches — say, the front row of the top balcony — but that is true in many houses. Still, the discrepancy may be inordinate here, since the

holes in the shell most affect the front rows in the stalls, depriving them of their full share of early reflections. Perhaps some of the sound that seemed to be passing over our heads never made it out into the hall at all. This is exciting news.

Most changes external to the auditorium are being carefully insulated so as to avoid potential detriment to the acoustics. (Air-conditioning ducts, for example, are suspended from hangers.) Others will actually prove beneficial — most notably, the heavy acoustical outside doors, to reduce ambient noise. Unfortunately, the rumble of the subway cannot be eliminated, but even there the hall managers are negotiating with the Metropolitan Transit Authority, and are hopeful of some unspecified improvement.

The delayed new concert season will begin officially — too late, alas, to accommodate the autumn tour of the Berlin Philharmonic, which may go to the Metropolitan Opera House instead — with a concert by the semi-resident Orchestra of St Luke's on December 16, following, we can be sure, some sort of pre-opening gala.

Chilling all blood

Dybbuk
Almeida

In adapting Chalom Anski's 1920 Yiddish play for the 1980 Avignon Festival, Bruce Myers shed the title's definite article (a modish move) as well as the bulk of the cast (an expedient move), and compressed the original's five acts into one of 90 minutes' duration for two players, himself and Josianne Stoleru.

The piece went on to win an "Obie" in New York and an international hail of critical plaudits — not least in these columns, which observed of the brief 1982 run at this address, "London is lucky to have seen this production". Never having seen the thing before, I cannot tell how it has evolved in the interim; it is, however, easily the best piece of pure theatre I have seen for weeks.

This is due largely to Mr Myers's bravura impersonation of a handful of roles — husband, Talmud student, old peasant woman, bride's father and exorcist — which (with respect to the admirably fluent and emotive Miss Stoleru) makes much of the play a one-man show rather than the two-hander advertised. The adapter's production combines respectful ritual with marital tenderness, and features one world-class Jewish joke.

The story itself concerns the demonic possession of a young woman, in the middle of her wedding ceremony, by the dybbuk or wandering soul of a Talmud student who died suddenly in the synagogue after uttering Manichean sentiments (and Mr Myers's demise, kneeling over backwards in a straight-backed chair, is a daring and flawless technical demonstration).

Her elaborate exorcism at the hands of a cabalist conveys all the primordial fear of the undead that one could wish to encounter on a steamy evening in Islington, and, while much of the mystical and scriptural content goes over the head of the average Gentile atheist, there is plenty here to chill all blood-groups.

Martin Cropper

● Linda Finnie replaces Birgit Finnie, who is unwell, among the soloists in Mahler's Eighth Symphony on the opening night of the Proms tomorrow.

Galleries

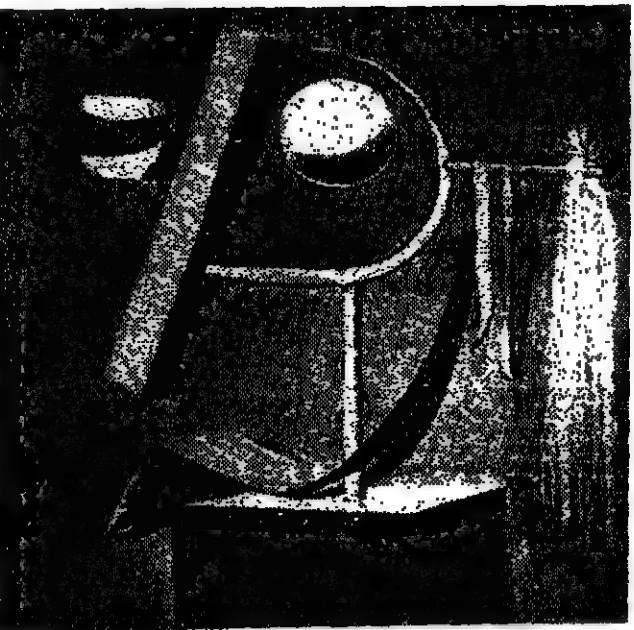
Gifts brought out of exile

Victor Willing
Whitechapel

Victor Willing has had a curious career even by the standards of the British art world, where it would be very difficult to define the norm. He was at the Slade from 1949 to 1954, and almost immediately made his mark with a number of highly expressive paintings in the prevalent manner of the day, or manner, perhaps one should say, since like every young artist he was finding his own face by trying on masks — the mask of discreet Euston Road realism, the mask of a rather more generalized figurative style, the mask of symbolism. Then in 1957 he took himself off to Portugal, where he married the painter Paula Rego and apparently gave up painting altogether for some 17 years. But in 1974 he came back, and began painting again with renewed confidence in a personal style to which, with some development, he has adhered ever since.

The retrospective of his work at the Whitechapel Art Gallery until Sunday, tellingly isolates the material from his earlier period in a little house by itself. It is true that in more senses than the merely literal it stands by itself, but careful scrutiny will yield clues to the shape of things to come.

There are pictures which suggest Willing's later, almost obsessive interest in assorted objects left randomly in some indeterminate space which confers on them a mysterious



Callot: Fuselier challenging and eluding definition

potency one can only call symbolic. But this interest reaches its full splendour only in the works of the Seventies, when he makes his way by a faintly surrealist approach, exemplified for instance in *Callot* of 1978, where the endless desert landscape suggests the dreamlike perspectives of the classic surrealists, to the boldly composed, brilliantly coloured canvases of the Eighties.

Here we are often faced with objects which, while they seem to be painted with meticulous precision, somehow escape definition or explanation. What is it exactly we are looking at in *Callot*: Fuselier, for instance? No doubt one could chase up the

reference and make plodding sense of it. But why bother? This is the sort of area where we murder to dissect.

Hardly less magical are the series of mask-drawings first seen in last year's Hayward Annual and some of the recent large paintings. He is certainly one of the major painters on the current art scene in Britain, and it is hard not to lament the wasted years in Portugal. But then no doubt nothing is really wasted: the long years of inactivity as a painter may well have been necessary to make him the painter he is today.

John Russell
TaylorCheltenham
Festival
CLS/Hickox
Town Hall/Radio 3

Michael Berkeley has the rather precious gift, which perhaps he shares only with Robin Holloway among prominent English composers, of not being embarrassed by the lyrical Romantic impulse — or, maybe more exactly, of being embarrassed but still going with the impulse and letting his embarrassment show.

His music has an emotional directness which commands

respect, and which gives him access to worlds of feeling that might appear somewhat remote, like the world of measured, quietly-worn love in the poems of Elizabeth Barrett Browning and Christina Rossetti he sets in his new song-cycle-cum-chamber-symphony *Songs of Awakening Love*.

What must also have helped in gaining entry to that world was the knowledge that he was writing for Heather Harper, who possesses within her voice both the steady assurance and the vulnerability of the verse. She has, of course, a tone of ripe, even autumnal maturity these days, but she approached the work freshly, openly and daringly. This was

not a famous singer come to distinguish a new work with her presence, but someone taking on conscientiously a challenge to musical technique and expressive response.

It was altogether a performance in the spirit of the work itself: any lack of conviction was all in the accompaniment, played by the City of London Sinfonia under Richard Hickox, for some of the textures were smudgy with mistimed entries and the range of feeling was muted.

Future performances will have to accept, I would guess, that Berkeley takes his chosen poems as absolutely authentic: his work is almost an exercise

in feminist rehabilitatory criticism. The keynote is struck in the first and longest song, setting one of E.B. Browning's sonnets from the Portuguese, "I thought once how Theocritus had sung", where the awakening of love is sudden, but startlingly sustained in the music with rapturous repetitions of high F sharp: this is Messiaen's love key, and the piece contains other reminders of his ecstatic sensuousness, as well as of the reality of love in Mahler and Britten.

Rossetti's "A Birthday"

provides a lively interlude, and there is then another

E.B. Browning sonnet, where Berkeley has the courage, justified as it turns out, to set well known lines: "How do I love thee? Let me count the ways."

This takes up the work's basic musical theme, which is itself a song of awakening love, reaching up through an anguished minor ninth and then up again through a bright, clear fifth. It is a simple idea, and it is simply presented. But, as with the other simple truths of the piece, one believes in it.

Paul Griffiths

City of London
Festival
A Midsummer
Night's Dream
Guildhall Old
Library

Mendelssohn fared much better than Shakespeare in this concert performance of *A Midsummer Night's Dream*. There was nothing wrong with Adrian Farmer's abridged version of the play, except that about half of it was swallowed up in the Guildhall's cavernous spaces, at least before it reached Row U. But with eight actors, reading from scripts, standing motionless in front of the Scottish Chamber Orchestra there was a distinct lack of magic in this Athenian wood.

I fear that Puck's remark to the audience — "You have but slumber'd here" — was all too true in some cases. Helen McGregor's Hermia was one who projected clearly through the acoustical gloom, and William Blair managed to convey the quicksilver nature of Puck's mission while remaining rooted to the spot: no

mean feat. There was an appealingly bitchy Titania from Liz Philip Scott, very much the Joan Collins of this fairy dynasty. Of the rustics (whose accents centred approximately on Glasgow) Ian Saxon's robust Bottom raised the most titters from this audience, which was not many.

In these constrained conditions one looked to the musicians for excitement. They did not disappoint. Nicholas Kraemer obtained some well-pointed playing in the Overture (the preponderance of horns and tuba was again possibly attributable to reverberation quirks), a rather muted but appealing Scherzo and a resplendent Wedding March. There were useful contributions from the sopranos Lorna Anderson and Lorelle Skewes, while the "Ladies of the Tallis Chamber Choir" (as they were billed; tough on the counter-tenors) brought delightfully mellifluous timbre to that beguiling transition from the spiky minor tonality of "You spotted snakes" to the wistful major-key theme of "Philomel with melody".

Kraemer was also adept at synchronizing Mendelssohn's snippets of mood-music with

the appropriate words. When one hears the "complete incidental music" in the concert hall it is not really complete. One loses such inspirations as the return of the scampering Overture music under Puck's speeches, the heart-warming reprise of the Nocturne in the background of the Oberon-Titania reconciliation, the apt little entrance fanfares and (best of all) the final fading of the Wedding March into the Overture's "magic chords". Hearing these in proper context made this rather problematical exercise worthwhile.

Richard Morrison

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Hope of £50m in SDI research

By Our Defence Correspondent

British industry could receive another £50 million of work on the US "Star Wars" research programme by the autumn of next year, according to Dr Stanley Orman, director-general of the Ministry of Defence's Strategic Defence Initiative Participation Office.

Dr Orman said yesterday that he thought British involvement in the programme could build up until it was running at a rate of \$200 million (£135 million) a year.

In June, Mr George Younger, Secretary of State for Defence, announced in Washington that Britain had won two SDI contracts worth more than \$14 million. However, Dr Orman said these were initial contracts and they contained options which, if the contracts went well, could raise their value to about \$35 million.

This would be roughly the value of an SDI contract plus options recently awarded to a West German company.

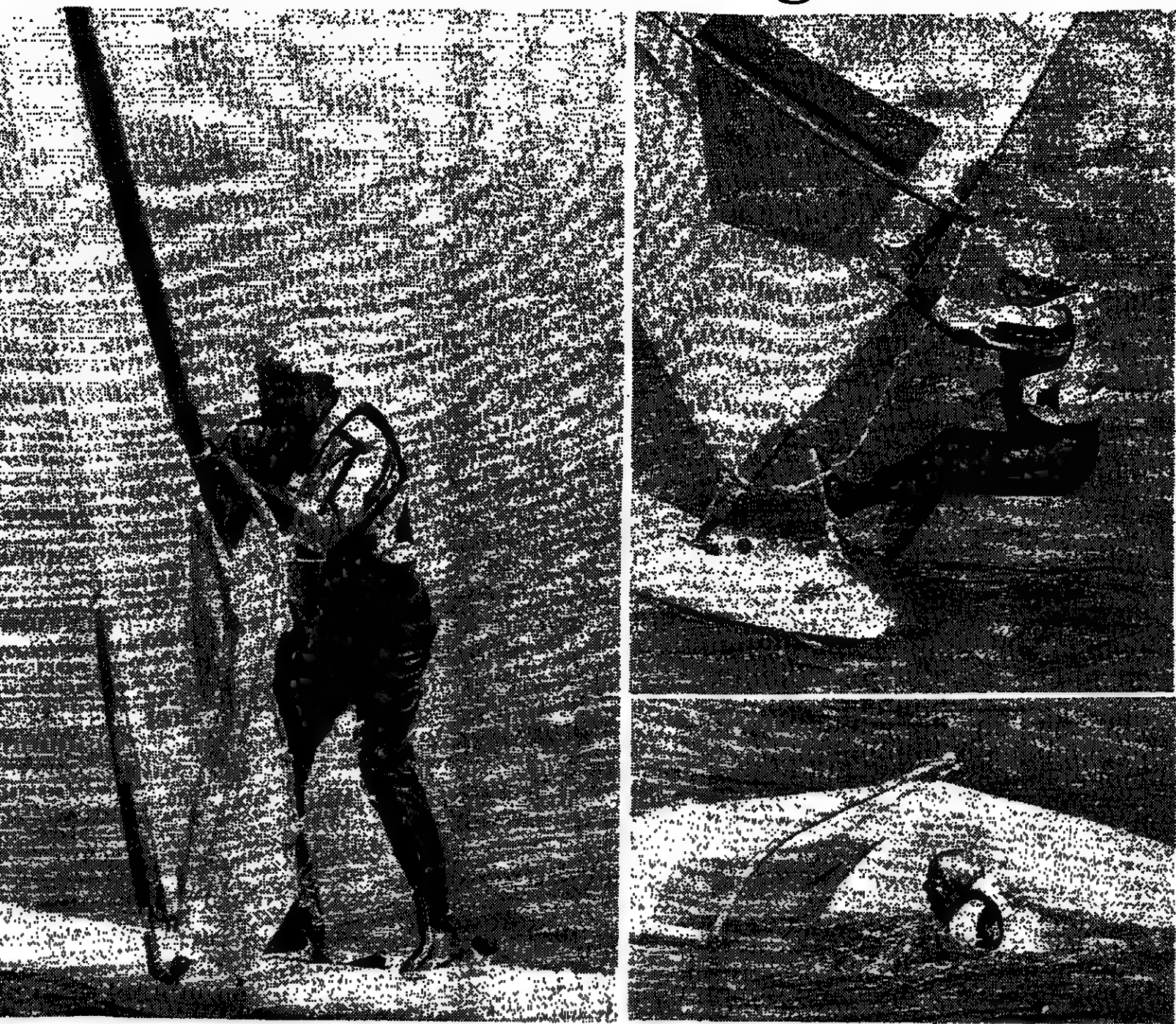
He said it had been inevitable that there would be a slow build-up of orders after the signing last December of a memorandum of understanding between the British and United States governments on SDI participation.

However, there were another three contracts with a combined value of almost \$10 million which Dr Orman hoped would be signed within the next month or two, and there were others further down the pipeline.

He would be disappointed if British companies did not gain \$75 million worth of work from the 1987 bidding round. This would be equivalent to about 2 per cent of the likely level of US spending on SDI in that year.

Companies would be able to start bidding for work from the 1987 programme in October and the United States was organizing briefings for industry to tell them what contracts were available.

Messing about and sinking on the river



That sinking feeling: Sir Ian Percival momentarily windsurfing before taking the plunge again into the Thames yesterday (Photographs: Tim Bishop)

By Robin Young

The former Prime Minister, Mr James Callaghan, came close to being a candidate for the stomach pump yesterday, when Parliament took time off from directing the ship of state to go messing about on the river.

Mr Callaghan, who had joined a Labour eight taking part in the Speaker's Summer Regatta, in aid of St Margaret's Church, Westminster, fell in the river when the lighter returning him to the shore after his race proved overloaded and swamped.

Mr Callaghan had the consolation

of being able to accept a prize awarded to the crew in recognition of their stylish performance, which confounded the prediction made in the form guide by the veteran parliamentary bookie, Mr Ian Mikardo.

Mr Mikardo wrote that with Mr Callaghan on board the boat could never go faster than "steady as she goes".

The 100 or so crews turned out in lawyers' wigs, mob hats and Victorian bathing costumes, firemen's helmets, chefs' hats, and a variety of sponsors' bunting.

As politicians, the crews elected to go with the tide when

the difficulty about that was to reach the starting line they had to row against the current, and that proved too much for several boats.

The first race was half an hour late but won in fine style by a crew called Currie's Men ("with a chance", according to Old Mike, "unless Edwin breaks stroke midstream to issue a press release").

The second race (an hour later) set the tone for the day when Mrs Linda Chalker, Minister of State at the Foreign Office, coxing an all-Tory crew called Foreign Affairs, resorted to the surprising sanction of steering

her boat into a collision with a race leader, handing victory to the scratch eight called the Hooray Healeys.

Between races, and during them, Sir Ian Percival, Tory MP for Southport, attempted to windsurf the Thames, tumbling and drifting two yards before colliding.

"I am delighted," declared Canon Trevor Beeson, the Speaker's chaplain and Rector of St Margaret's, standing on a table on the parliamentary terrace with his arm raised in a gesture of cheer and flailing. "I understand the event will raise at least £250,000. It is quite splendid."

John O'Sullivan in the Commons

Heat takes rant out of Africa

There were many things missing from yesterday's Commons debate on South Africa: the well advertised rebellion of discontented backbench Tories, for instance, the fierce onslaught from the Opposition and, indeed, much representation from any of the parties.

The Commons was holding a regatta, and the terrace was crowded with MPs on a brief holiday from burning moral indignation.

Those who did appear inside the chamber were similarly affected. The weather had made them moderate. It was too hot to do much more than shout "Oh!" from a semi-recumbent posture.

No less a rantier than Mr Denis Healey, the shadow Foreign Secretary, came on like Sir Geoffrey Howe. And Sir Geoffrey himself delivered a Foreign Office departmental brief with all the fun and colour left out.

Mr Healey began by detailing all the damage that Mrs Thatcher had done to civilization by her criticism of economic sanctions against South Africa. The European Community, the Commonwealth, the Queen — all the causes which he and the Labour Party had most dear — had been put at risk.

Why so? Mr Healey's explanation of this dedicated destruction was that the Tory Party gets vast sums from companies with interests in South Africa. It was, he declared, with a fine sinister flourish, more than a billion pounds last year.

"What on earth is he talking about?" said an astonished Tory voice, probably belonging to the party treasurer. Several Tories took out pocket calculators hopefully. They might pull off another election yet.

"That is, Mr Speaker, a million pounds last year," continued the former Chancellor hurriedly, muttering about the fashion in dealing in huge statistical figures.

That error, as errors do, woke up the opposite benches. So when the shadow Foreign Secretary launched into an attack on Mrs Thatcher for opposing the abolition

of slavery in the 1830s (or for being the sort of person who would have done so if she had been around then), they were ready.

"She quoted Wilberforce," said Mr Healey.

"She also quoted Crossman," shouted back a Tory, reliving great moments in parliamentary debate. Mr Healey decided to overlook the manner entirely.

Eventually he reached his own solution which was a "swift and strict" package of comprehensive mandatory sanctions that would "bring matters to a head quickly".

He wanted, for instance, to de-monetize gold so that the central banks could sell off their gold reserves, depress the world price and bring Pretoria to its knees.

Sir Geoffrey arrived at the despatch box to quieten the sleeping MPs. He began by responding to Mr Healey's proposals. They were, he said mildly, a hyperbolic and fanciful course of action. The shadow Foreign Secretary had been guilty of self-righteousness.

The big question, of course, was whether or not the Government would impose further sanctions if President Botha failed to release Nelson Mandela or to lift the ban on the African National Congress.

Mr Kinnock himself demanded to be told this with no equivocation.

As Foreign Secretary, of course, Sir Geoffrey could not lightly renounce equivocation. He promised that, in the circumstances described, "consideration will be given to the imposition of further measures".

So there would be sanctions, after all? Well, not necessarily. For Sir Geoffrey was also insistent that "there was no concept of automaticity" about further measures.

When he finally sat down, he had succeeded beyond his wildest dreams. Everything was perfectly unclear.

Mr Heath delivered a brisk warning of chaos if sanctions were not imposed. It was not true that sanctions had failed in Rhodesia. They had simply taken a long time to work.

BUSINESS

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1575.50

FTSE 100
1575.50

Bargains
1575.50

USM (Datastream)
1575.50

THE POUND
1575.50

US Dollar
1575.50

W German mark
1575.50

Trade-weighted
1575.50

Regalian
1575.50

£7m dea
1575.50

Profits double
1575.50

Sales increas
1575.50

Magnet slip
1575.50

Bestwood bid
1575.50

Tate deal
1575.50

MARKET
1575.50

STOCK MARKETS
1575.50

INTEREST RATES
1575.50

CURRENCIES
1575.50

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Sullivan in the... it takes ran... it of Africa

Executive Editor
Kenneth Fleet

STOCK MARKET

| | |
|------------------|------------------|
| FT 30 Share | 1306.3 (+3.7) |
| FT-SE 100 | 1597.3 (+4.3) |
| Bargains | 25171 |
| USM (Datastream) | 125.00 (+0.05) |
| THE POUND | |
| US Dollar | 1.5057 (+0.0138) |
| W German mark | 3.2527 (+0.0169) |
| Trade-weighted | 73.9 (+0.2) |

Regalian in £7m deal

Regalian Properties, the residential developer which has made its name in urban housing renewal, is paying £7 million for 72 flats close to London's Marble Arch, bought from the Metropolitan Police.

It intends to transform these into luxury homes, its specialty, in what is a booming market. The scheme will be worth £15 million. This acquisition is being financed by a vendor-placing of 1.17 million new shares and by £565,000 in cash. The new shares represent 9.8 per cent of Regalian's enlarged share capital.

Regalian is also to build 140 apartments, worth £14 million, at Port Solent, Portsmouth, the marina, residential and commercial complex being developed by Arlington Securities, the business park developer. Regalian is thought to have paid £2 million for a 150-year lease on the site, with Arlington taking a profit share once Regalian's target returns are met.

Profits double

Dixons Group, the electrical retailer, made taxable profits in the year to April 26 of £78.1 million compared with £39.6 million the previous year. The total dividend is up from 1.5p to 3p.

Temps, page 26

Sales increase

International, manufacturer of electronic controls, announced a fall in pre-tax profits from £3.49 million to £3.34 million in the six months ended April 30 as sales rose from £38.5 million to £43.5 million. The interim dividend was unchanged at 1.50p.

Temps, page 26

Magnet slip

Profits at Magnet & Southern, the timber company, fell from £28.2 million to £26 million before tax in the year to March 31. Turnover rose from £220 million to £248 million. The final dividend is 3.2p, up from 2.7p, making a total of 5.2p, up from 4.7p.

Temps, page 26

Tate deal

Tate & Lyle has agreed not to acquire more than 23.7 per cent of S&W Berisford shares or to exercise voting rights for more than 15 per cent, while the Monopolies and Mergers Commission is investigating the proposed sugar industry takeover bid.

Bestwood bids

Bestwood, the investment holding company unsuccessful in its bid for Country Gentlemen's Association this month, yesterday launched a £16.3 million bid for Barrie Investments and Finance, the property, lending and leasing company.

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MARKET SUMMARY

| STOCK MARKETS | |
|-----------------------|--------------------|
| New York | 1782.62 (+13.92) |
| Dow Jones | |
| Nikkei Dow | 17700.90 (+181.90) |
| Hong Kong | |
| Hang Seng | 1763.38 (+0.75) |
| Amsterdam | 288.5 (-2.1) |
| Sydney | 1127.5 (+5.3) |
| Frankfurt | |
| Commerzbank | 1789.7 (-65.8) |
| Basle | |
| General | 658.04 (-39.61) |
| Paris | 388.3 (+3.5) |
| Zurich | |
| SKA General | 498.80 (+16.7) |
| London closing prices | Page 25 |

INTEREST RATES

| | |
|-----------------------------------|--|
| London | |
| Bank Base 10% | |
| 3-month Interbank 10-9% | |
| 3-month eligible bills 9-8% | |
| buying rate | |
| US: | |
| Prime Rate 8% | |
| Federal Funds 6 1/4% | |
| 3-month Treasury Bills 5.77-5.75% | |
| 30-year bonds 10 1/2-10 3/4% | |

CURRENCIES

| | |
|-----------------|-----------------|
| London: | New York: |
| £: \$1.5057 | £: \$1.5140 |
| £: DM3.2527 | £: DM3.2527 |
| £: SfrF12.6332 | £: SfrF12.6332 |
| £: ¥123.34 | £: ¥123.34 |
| £: ECU 0.656030 | £: ECU 0.656030 |
| £: Index 73.9 | £: Index 73.9 |

Dollar slides on signs of weak growth

By David Smith, Economics Correspondent

The dollar fell sharply yesterday, on new evidence of US economic weakness and a growing belief that other countries will not follow the Federal Reserve Board's discount rate cut.

Various other factors affected the dollar, including the failure of the First National Bank and Trust Company of Oklahoma. Mr Satoshi Sumita, the Governor of the Bank of Japan, was quoted as saying that the yen's rise against the dollar would not force a cut in the Japanese discount rate and Dr Henry Kaufman of Salomon Brothers forecast that the dollar would fall.

The dollar lost ground against all leading currencies, falling to a post-war low of 158.35 against the yen, and dropping 1.4 pence to DM2.1520 against the mark.

The pound's recovery continued. It rose 1.38 cents to \$1.5075 against the dollar and gained a penny to DM3.2527 against the mark. The sterling index rose 0.2 to 73.9. Later in

New York, the pound was quoted at \$1.5140.

The pound's rise and some better-than-expected public sector borrowing figures helped produce gains for government stocks of up to £1. Earlier in the week, pressure for higher interest rates began to emerge when the pound dropped sharply.

The public sector borrowing requirement was £599 million last month, well below market expectations.

The June PSBR was below the May figure of £1.1 billion. There was a net public sector repayment of £127 million in June last year, but this was principally due to the second payment on British Telecom shares. Without this, the PSBR in June 1985 would have been about £1 billion.

In the first three months of the 1986/87 fiscal year, the PSBR totalled £2.5 billion, almost exactly the same as in the corresponding period last year. In both periods, the PSBR benefited from £1.1

billion payments on British Telecom shares.

Treasury officials believe that the PSBR is running on a course consistent with the achievement of the £7.1 billion target for the full year. However, there are worries in the City that lower oil prices and a possible shortfall on privatization receipts could push borrowing above target.

According to Independent Treasury Economic Modellers Club (Item) calculations, an oil price of \$10 a barrel, compared with the Treasury assumption of \$15 a barrel, would push the PSBR up by £600 million to £650 million this year.

Further evidence of economic weakness in the United States was provided by a 0.3 per cent fall in business inventories in May, and a drop in the rate at which factories were operating to 78.3 per cent of capacity last month.

The Government's cyclical indicators for the economy confirm that growth has weakened over the past year.

Southend Estates sold for £29.1m

By Judith Huntley, Commercial Property Correspondent

Higgs and Hill, the construction, housebuilding and property group, is making an agreed £29.1 million bid for Southend Estates Group, the unlisted housing and commercial development company with a large land bank in East Anglia and Essex.

The acquisition would bring Higgs and Hill valuable housing land ready for development and 1,000 acres of agricultural land in the eastern counties with long-term residential development potential.

Higgs and Hill is offering 100 of its shares for every nine Southend Estates shares at £65 per share, with a partial cash alternative valued at £61.94 per share. The company already has acceptances for 27.6 per cent of the Southend shares.

The offer is conditional on a minimum valuation of £19 million for four residential sites, expected to show a £17.5 million surplus over book value. Higgs and Hill will pay

a further £3.3 million to Southend if planning permission is obtained on a site in Essex. Some of the land bank may be sold, thereby reducing the acquisition cost.

Mr Brian Hill, Higgs and Hill's chairman, said: "We won a competitive bid for Southend Estates. The acquisition is a natural one for us and will enable us to expand our housebuilding operations in a new area, East Anglia, where land prices have risen by 10 per cent a year. After the acquisition, 30 per cent of our profits will come from housebuilding and property. The combined group will build 500 residential units a year."

Southend Estates' commercial property portfolio will be rationalized and sales are imminent. Higgs and Hill's gearing will rise on the acquisition but the effect will be small owing to Southend's conservative borrowings. Higgs and Hill's shares rose 5p to 390p on the news.

Rover Group names three new directors

By Edward Townsend, Industrial Correspondent

The depleted ranks of the board of Rover Group, formerly BL, were boosted yesterday with the appointment of three directors, two of them non-executive.

Mr Graham Day, the new Rover chairman and chief executive, reacting to the resignations of two senior executives, Mr David Andrews and Mr Ray Horrocks, has appointed Mr N J "Mike" Carver, director of business strategy, as an executive director.

Mr Archie Forster, aged 58, chairman and chief executive of Esso UK, and Mr Edward Dawney, aged 36, a director of Lazard Brothers, become non-executive directors.

Mr Carver, who is 64, and



Graham Day: reacting to resignations

formerly with the National Enterprise Board, joined BL at the same as Sir Michael Edwards in 1977 to take charge of group planning.

£188m bid for AE 'too cheap'

By Our City Staff

AE, the automotive component manufacturer, yesterday accused Turner & Newall of trying to buy its technology on the cheap. Turner & Newall's part-share, part-cash offer values AE at £188 million.

Sir John Collyer, AE's chairman, said his company's research and development spending was running at 2.6 per cent of turnover, but at Turner & Newall it accounted for only 1.6 per cent of last year's turnover. He was responding to Turner & Newall's formal offer document, which was released yesterday.

Mr Colin Hope, who worked for AE for 11 years until 1975 but is now managing director of Turner & Newall, said: "AE is not a dog, it is a tethered greyhound." He said there was little overlap of product and there would not be any large rationalization of production as a result of the bid. "This is not an issue of closing factories and putting significant numbers of people out of work."

The terms of the bid are six shares plus £6 in cash for every 10 shares in AE, valuing each AE share at 190p, with Turner & Newall at 210p yesterday. AE's shares have remained above the bid price since the bid was launched last month and yesterday stood at 233p.

Turner & Newall is forecasting an increase in profits and earnings for this year and a 50 per cent increase in dividend to not less than 7.5p.

In a letter to shareholders, Sir John described Turner & Newall as a company beset by "inherent and serious problems". He said 40 per cent of its profits came from Africa.

Turner & Newall said the acquisition would help competitiveness and market penetration, lead to savings in research and development, administration, distribution and marketing, and give rise to tax savings of more than £5 million a year for three years.



Sir Philip Harris: £8 million boost

Hopes of savings lift Harris shares

By Alison Eadie

Sir Philip Harris, chairman of Harris Queensway, yesterday said he expected to make savings of £8 million this financial year from reorganizing the company's stores and on January 1 it will have £120 million gross credit and 500,000 customers.

HQ will raise £50 million to £55 million from selling Times Furnishings' credit to the new venture.

Other plans include the launch of a discount carpet chain in some Home Churn stores and the conversion of others to household textile stores.

Sir Philip, whose retailing empire now covers 1,400 shops, said he thought the deal was a good one when it was agreed in May and he thought it an even better one now.

He had no comment to make on speculation that he is the heir apparent to the GLS empire, where co-chairman Sir Isaac Wolfson is 88 and Lord Wolfson is 59.

Sir Philip, through the deal, has a non-executive seat on the GUS board and GUS has a 23 per cent stake in HQ.

finance company to service HQ's Impact credit card, which Sir Philip hopes will soon be in use throughout GLS stores as well as his own. When the company starts up on January 1 it will have £120 million gross credit and 500,000 customers.

Turnover was up from £155 million to £171 million but in volume terms, sales fell by 4 per cent, in line with the industry. Bulmer expects sales to pick up again this year.

Bulmer's total advertising budget is running at £8 million, of which £6.5 million, will be spent on cider.

The company says it welcomes the Chancellor's decision not to increase duty this year.

Sales of Perrier, the mineral water which Bulmer distributes, were up by 30 per cent to 60 million bottles.

The final dividend increased from 2.66p to 3.05p, a total 5.3p, up from 4.9p.

Bank's finance chief expected to resign

By Richard Thomson, Banking Correspondent

Standard Chartered is expected to suffer the first high level resignation from its board following the failure of the £1.3 billion bid by Lloyds Bank last Saturday, when Mr Stuart Tarrant, the chief finance officer, returns from holiday in two weeks' time.

Mr Tarrant has been with the bank for six years and became a main board director in 1984. Mr Michael McWilliam, group managing director, said: "I have not yet had his letter of resignation but obviously things can never be the same again. Mr Tarrant has gone away to think about his career and he may wish to consider his future with another company."

Mr Tarrant differed from the rest of the Standard board in believing that a takeover of the group by Lloyds was in Standard's best interests. But the City was surprised yesterday when the extent of his support for Lloyds emerged, because throughout its de-

fence Standard had maintained that its board rejected the offer unanimously. Under takeover rules, any director dissenting from documents sent out by the defending company must be named, but Mr Tarrant was never mentioned.

Standard maintained that Mr Tarrant had put his name to all the documents in the bank's defence. Mr McWilliam claimed that "technically, legally and formally we had a unanimous board".

At the same time there were rumours in the City yesterday that Mr Robert Holmes a Court, the Australian entrepreneur who participated in Standard's last minute defence, has been buying more of the bank's shares, which rose from 722p to 732p.

There was also speculation that Standard's shareholders would pressure the bank into accepting a new bid from a foreign bank.

Profits jump at Bulmer

By Clare Dobie

HP Bulmer, the Hereford cider maker, yesterday announced plans to increase advertising on cider by nearly 50 per cent to arrest the decline in sales.

The company also announced increased pretax profits of £11.8 million for the year to April 24, up from £7.52 million.

But most of the increase was accounted for by the absence of redundancy costs, which dented the previous year's results by £3.34 million. In addition, £512,000 of exceptional credits and an accounting change, which added £218,000 to profits, contributed to the increased profit.

Turnover was up from £155 million to £171 million but in volume terms, sales fell by 4 per cent, in line with the industry. Bulmer expects sales to pick up again this year.

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Unit trust magazine to close

By Lawrence Lever

Unit Trust Management, the glossy magazine for unit trust intermediaries and management companies launched in June last year by the Financial Times Business Information company, is to fold with losses of about £130,000.

The magazine has suffered losses of between £8,000 and £10,000 on each of its 14 issues in direct costs alone. Mr William Gibson, the publisher of FTBI magazines division, said yesterday that disappointing advertising revenue and the limited growth prospects for the market accounted for its downfall.

"There is a limit to the amount of advertising that people are prepared to direct to intermediaries," Mr Gibson said.

The management had considered alternatives to closure, such as broadening its coverage beyond unit trusts, but none of these had provided a lifeline.

A proposal has been put to the unions represented on the magazine that it should be discontinued. According to Mr Gibson the management does not intend to make anyone redundant, but plans to redeploy staff.

Mr Gibson said that the magazine, which increased its cover price from £1.50 to £1.75 this year, had built up a circulation of about 10,500.

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Boom in 'temps' gives the Stock Exchange a new growth industry

By Cliff Feltham

The office "temp" is here to stay. More companies are using temporary staff because, in the long run, it gives them greater flexibility than hiring permanent employees.

One recruitment boss said: "Firms now realize that it is cheaper to bring in a temp to help out with a sudden rush of work than taking on more permanent staff who will still have to be paid and given holidays when times are quiet."

The demand for temporary staff has fuelled a state of mergers among the recruitment agencies.

Mr Tony Berry heads the Blue Arrow group, which has

Rand, purchased two years ago.

The sector has caught the imagination of the stock market. Analysts say profits could soar to £8 million this year, compared with just over £2 million last year.

Mr David Grimbley of Phillips & Drew, the stockbroker, says: "The sector is experiencing a period of strong growth, largely reflecting the rapid expansion in the demand for temporary staff which has now overtaken the placement of permanent staff as the major source of agency income."

"Whereas the demand for permanent staff placements has traditionally been subject to cyclical fluctuations, this is much less so for the demand for temporary staff. Indeed, the more uncertain the market background, the greater the benefit of flexibility provided by temps."



spent more than £40 million in the past year buying the Reliance group, Brook Street Bureau, and the Hoggett Bowers executive recruitment chain.

Mr Berry sees no end to the present boom. "Around 70 per cent of our business is placing temporary staff. If a firm gets into trouble, it cuts its employees earning £30,000 a year. The temp stays to the end."

Hestair, a rival firm, recently paid £10 million for the JSD Computer Group, which supplies key computer personnel, adding to the two London-based bureaux, Atlas and

Observers point out that although the direct wage costs of temporary workers may be up to 50 per cent more than for permanent staff, it is nothing like this amount once the overall employment costs, such as National Insurance contributions, training, recruitment and paid holidays, are taken into consideration.

A survey conducted by the Henley Forecasting Centre found that the hourly cost of employing a permanent secretary on £10,000 a year is £8.06 whereas a temporary worker would cost £3. A temporary accountant — in high demand

A recruitment agency window is a sight becoming more familiar in the high street. (Photograph: Leslie Lee)

— would cost £10.75 an hour compared with £11.97 for a full-time employee.

Manpower, which employs 45,000 staff in Britain, found that nearly half the firms in the production and service areas had reported a rise in the use of temps over the last three years.

Mr Tony Hoskins, Manpower's marketing manager, said firms enjoyed the flexibility provided by temporary staff but also needed them

for specialist work. "Once we were looked upon as pulling people out of the workforce and redeploying them somewhere else. Now we are recognized as suppliers of skilled part-time employees."

"Manipulating text or data on a visual display screen calls for entirely different skills from that of a typist. No longer is a 60-words-a-minute typist sufficient. The operator must work with symbols, understanding the computer's

logic. The emphasis is on proof-reading, formatting and manipulating text at speed. Only a fraction of the country's 1.3 million typists is trained for this."

The demand for temporary staff is not confined to the office, but extends to subcontract staff in the engineering, building, maintenance and computer areas.

Mr Leonard Allen, director of the Federation of Recruitment and Employment Services which represents 1,200 agencies, said: "It is estimated that between 7 and 10 per cent of the working population is now in some form of temporary employment, ranging from secretarial to nursing, computer programming to ordinary factory work. We are beginning to see the start of a new pattern of work where many of us are not going to work for one firm for 40 years but hire ourselves out to a number of different firms."

Some people in the industry, however, are concerned that the return of a Labour Government could see a change in the employment laws, making it difficult to take on temporary staff.

But Mr Grimbley points out: "Some people argue that the current boom could change if a Labour Govern-



ment tightened up employment legislation. But I don't believe it would have any effect. If the law makes it that much more difficult to dismiss people, then firms will have an ever greater incentive to take on temporary staff who can be laid off at a moment's notice."



COMMERCIAL PROPERTY

Developer faces battle over Green Belt plan for super shopping site

By Judith Huntley

Town & City Properties, part of Sir Jeffrey Sterling's P&O Group, has increased the size of its out-of-town shopping centre planned near the M1 and M25 motorways in Hertfordshire to 900,000 sq ft. The company has put in a new planning application to St Albans District Council for 750,000 sq ft of retailing and 150,000 sq ft of leisure space.

The application is the result of increasing demand from retailers for space in out-of-town centres.

Mr Ron Jennings, Town & City's joint managing director, says: "We were being deluged with demand for space so we had another look at the figures and increased the size of the scheme. We could have gone up to one million sq ft of retailing but road capacity resulted in the 750,000 sq ft limit."

Town & City's site, at Brickwood, part-owned by the Department of Transport, is in the Green Belt, which has already provoked uproar from conservationists.

St Albans District Council is waiting for the retail impact study for Town & City's smaller application. There will have to be new impact and traffic studies for the latest scheme, which has another 1,500 parking spaces, bringing the total to 5,500.

Town & City named Savacore as its anchor tenant in the original plans, but that name does not appear on the latest application. Town & City says it has stopped putting names to applications because of the fluid state of the market and the volume of demand.

Quite apart from the issue of developing in the Green Belt, the District Council is opposed to out-of-town retailing. Town & City knows it will have a fight on its hands, probably involving a public inquiry.

Its decision to increase the retail element of the scheme as well as the leisure side is interesting considering experience at the 2 million sq ft Metrocentre in Gateshead, Tyne and Wear. Mr John Hall, the developer, has reduced the amount of leisure space proposed at Gateshead to 70,000 sq ft after market research showed that only a small amount would be financially viable.

Mr Hall says: "A lot of leisure does not pay. It is not as simple as I thought and there is not the money at Gateshead that I had originally believed to support a larger leisure development."

A timely warning for those developers planning enormous retail and leisure schemes across the country.



Haslemere Estates, now owned by Rodamco, the Dutch fund, has completed its refurbishment of 21 College Hill, above, in the City of London. The seventeenth-century building has 4,320 sq ft of offices for which the asking rent is £125,000 a year

on a 25-year lease. The building is in the middle of a site taking in the Skinners' Hall and the Skinners' Company granted the developer a long lease for the building. The letting agent is Rohleder Lumby.

The Town & City case is different as regards the leisure element of its Hertfordshire scheme. It is located in one of the most affluent areas in the South-east.

Its decision to increase the proposed leisure space resulted from demand from operators wanting to build multi-screen cinemas, sports facilities and the like.

But as Mr Jennings points out, "We have to have regard for that demand but the exact nature of the final scheme is likely to alter as time goes on."

There is no doubt that the Gateshead Metrocentre, seen by Mr Hall as the forerunner to other similar ventures, is a development success. The scheme is 95 per cent let and according to the developer, an additional 250,000 sq ft of space could have been let.

But the finances of the Metrocentre add up on the strength of the capital allowances available in the enterprise zone. It may be harder for Mr Hall to repeat his

successful formula on other sites where there are no such fiscal advantages and competition is great.

He plans to build 600,000 sq ft at Exeter, joining a throng of other developers vying for the chance to develop retailing close to the city, and another similar-sized Metrocentre is planned for Walsall in the West Midlands in competition with the Carroll Group.

Mr Nicholas Ridley, the Secretary of State for the Environment, is going to have a testing time giving his decisions, not only on Town & City's Green Belt scheme but the host of other similar-sized shopping centres proposed around the M25 motorway, and elsewhere across the country.

Two key issues are at stake here: the future of town centre retailing within fundamental changes in retailing and its shift to out-of-town; and whether development, of any kind, should be allowed in the Green Belt.

Arlington expects go-ahead for £60m office scheme

Arlington Securities, the business park developer which recently came to the market, is set to obtain the City of London Corporation's blessing for its £60 million, 210,000 sq ft office development at Barnard's Inn, Holborn.

The Corporation's Court of Common Council is expected today to approve the scheme, which Arlington is undertaking with the Mercer's Company. The scheme complies with the City's new plot ratio of 5:1 and involves retaining the existing listed facade.

The area round Fleet Street and Holborn, which will soon cease to be home for the newspaper industry, is seeing a boom in office rents as space in the Square Mile becomes increasingly hard to find in the build up to big bang. Arlington reports interest in the development already.

Mr Matthew Oakeshott's appointment as investment director at the newly structured Stewart Enterprise Investment Company, now called Value and Income Trust, will be a test of his philosophy of buying secondary property for long term high returns.

Mr Oakeshott, regarded in some property circles as a heretic, says: "We have an unprecedented situation in UK investment property where yields on certain types of property are higher than gilts, and it won't last very long."

His view is that an investment trust, structured in the way that VIT now is, is a better product for investors than a unitised investment vehicle. Mr Oakeshott is buying property through a VIT subsidiary, Aerax Properties, at yields which are higher than the fixed interest debenture money arranged by the trust.

Unlike property units or securities, VIT is buying

wholesale and selling retail in unfashionable areas such as secondary retail and industrial buildings.

He is backing his own judgement. He and his co-investment director, Mrs Angela Lascelles, own 5 per cent of the company with Courtlands Pension Fund, their former employer, holding 12 per cent. The Scottish American Investment Company was SEICO's largest shareholder and will have 25 per cent of VIT with the Merchant Navy Officers Pension Fund holding 7 per cent.

It is too early to buy investment property in Houston, Texas, the American city notorious for its oversupply of office space, but not too early to look, according to Salomon Brothers, the US finance house. Property prices do not reflect the reality of the Houston economy, which is heavily dependent on oil, and which continues to decline.

Office rents have fallen by 51 per cent since the peak in 1981 and almost no space was taken up last year compared with annual figures of 8-11 million sq ft in the early 1980s.

There is now more than 140 million sq ft of offices in Houston with a vacancy rate of 28 per cent, a situation which will not improve until 1988, according to the bank.

Salvill, the firm of estate agents, has welcomed the Royal Institution of Chartered Surveyors' decision to

allow its members to become limited liability companies without losing their professional membership. Mr George Inge, the managing partner of Salvill, said: "To date we have been able to finance Salvill's expansion from our own resources but I recognize that this may change in the future as we increase the scale of our business to meet the demands and competition from the City."

It is a view shared by Richard Ellis, which established its financial services unit some time ago amid much speculation that that part of the firm would be floated on the stock market if RICS rules allowed.

Industrial rents are growing faster than office rents for the first time since 1979, says Jones Lang Wootton, the firm of surveyors, in its report on industrial and office rents in 50 towns and cities.

The reason for this is that there is less good quality, well located industrial space on the market and demand in the last year has been improving.

Overall, office rents in the 50 centres rose by 6 per cent in the last year with industrial rents rising by 7 per cent, outstripping inflation. Between 1969 and 1986 J.L.W. says office rents grew by 12.5 per cent, with inflation running at 10.8 per cent.

On the industrial front, the agent reports rental growth of 7.7 per cent between 1979 and 1986.

APPOINTMENTS

Martin Ford: Mr Ronald Aitken has been made non-executive chairman, and Mr Nicolas Wallis, and Mr Irving Aronson, Mr Jeffrey Wallis, Mrs Marlene McAfee and Mr Edward Leighton directors.

Halifax Building Society: Mr Hugh Foulds and Mr John Wood become directors.

United Scientific Holdings: Mr Christopher Joll has been appointed director, group public affairs.

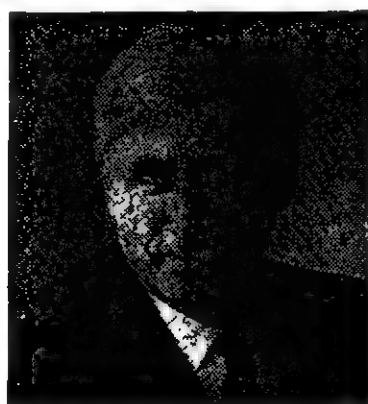
Charterhouse: Mr Michael Ordish joins as director on September 1.

Charterhouse Bank: Mr Anthony Best joins as managing director, banking.

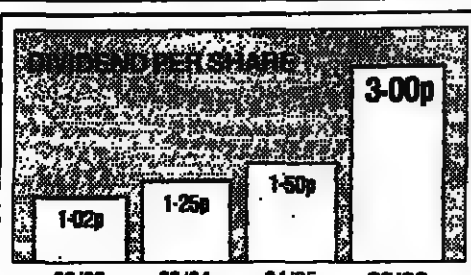
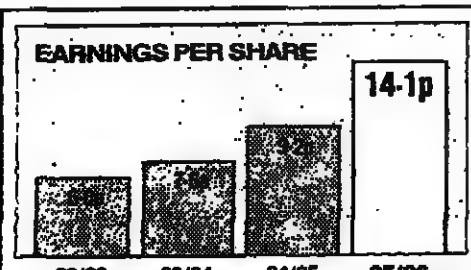
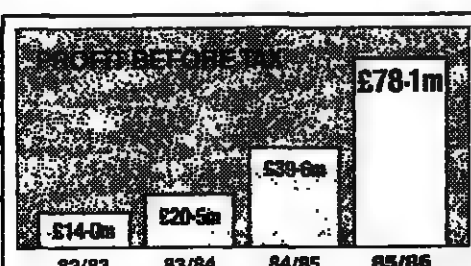
Dixons

'CONTINUED EXPANSION IS BRINGING OUTSTANDING RESULTS'

STANLEY KALMS
Dixons Group Chairman



| PROFIT BEFORE TAX | EARNINGS PER SHARE | DIVIDEND PER SHARE |
|-------------------|--------------------|--------------------|
| UP 97% | UP 53% | UP 100% |



1985/86 HIGHLIGHTS

- * Group turnover (inc. VAT) now exceeds £1 billion
- * Retail Division profits have increased from £31.2m to £65.5m
- * Dixons sales are up 26%
- * Currys performance has been transformed. Sales are up 27%
- * Dixons sales per sq. ft. at £633, are up 15%, and Currys at £520, are up 21%
- * Photo-processing profits are up 67%

PLANS FOR 1986/7

- * £50m shop expansion programme
- * Over 100 new stores
- * 175 store refurbishments
- * Power City space expansion of over 50%
- * New Financial Services Division for consumer credit and extended warranty insurance
- * New photo-processing laboratory in Wimbledon to service Central London

Dixons Currys POWERCITY WALLACE HEATON

saisho MATSUI CARLTON MIRANDA

TRUPRINT Horizon Etopost MASTERCARE

Dixons Group plc., Dixon House, 18-24 High Street, Edgware, Middlesex HA8 7EG.

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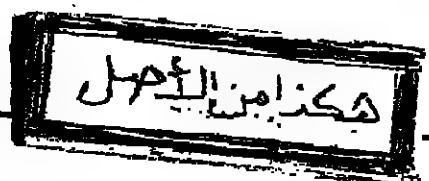
ces battle
Belt plan
pping site



...a 25-year lease
...building is to be
...a site taking in
...Hammers Hall and
...Hammers Court
...the developer
...the letting agent
...H. S. L. Lamb.

ects go-ahead
free scheme

APPOINTMENTS



Indicators edge higher as hopes grow for a technical rally soon

By Michael Clark

Share prices shrugged off renewed fears about Wall Street yesterday and settled down to a steadier performance following Tuesday's surprise shake-out.

Dealers reported selective support for leading shares after proclaiming that the market had been overdone. Some are even looking for a sustained technical rally over the next few days.

The FT 100 of 30 shares recovered from a hesitant start and became more adventurous in the afternoon as Wall Street opened firmer in early trading with the Dow Jones industrial average displaying a 15-point rise. That offered further encouragement to London investors who have seen the Dow tumble by more than 50 points in the first two days of this week.

The FT 30 Share closed 3.7 points higher at 1,306.3. The broader-based FT-SE 100 also reflected the firmer tone, ending 4.3 points up at 1,597.3.

The renewed strength of sterling on the foreign exchange market breathed fresh life into Government securities. Gains at the longer end of the market stretched to 2% at the close. But the Bank of England reported that applications for the new ten stock, Treasury Loan, 8% per cent, 2007, had been allowed in full.

Among the leaders, Hanson Trust was unchanged at 176p following the placing this week of the remainder of its shares accrued following the acquisition of Imperial Group. The 31 million shares were placed by Hoare Govett, the broker, at just over 175p.

Regalian Properties leapt 35p to 620p as a line of over 1 million shares went over the market at 550p. Meanwhile, Equity & General, the leasing and garage group

which used to trade under the name of Emray, spurted 5.5p to 29p on talks that a big stake had changed hands. Dealers claim that one buyer has picked up at least 25 per cent of the shares and plans a big asset injection. Marketmen are already talking the price up to 60p.

The disappointing terms of the settlement for Russian bonds was bad news for upgrading of profit estimates by a leading broker.

In the Unlisted Securities Market, M&C Cash & Carry received a lukewarm reception. Investors decided to give the shares the cold shoulder and applied for only 1.6 million of the 5.5 million on offer. The shares, offered at 100p, opened at 88p and closed at 90p — a discount of 10p.

Bestobell firmed another 1p to 534p after rejecting the £88.3 million bid from its smaller rival, Meggitt Holdings. BTR, the industrial conglomerate, which owns a 29 per cent stake in Bestobell, has thrown its weight behind Meggitt and says it will take a 25 per cent holding in the enlarged company if the bid is successful.

Meggitt's broker, Capel-Cure Myers, was anxious to point out that it had not been buying Bestobell shares in the market on Tuesday on behalf of Meggitt. It admitted that it had bought a few Bestobell shares, but these were destined for some of its other clients.

Oil shares managed to hold on to small, early gains despite renewed weakness in the oil price and reports that Saudi Arabia was planning to increase production to more than 6 million barrels a day. This is in stark contrast to the latest production figures for the North Sea, showing output falling last month from an average 2.54 million barrels a day to 2.4 million.

Even so, the Government is still pushing ahead with plans to issue at least another 50 oil and gas exploration licences. BP continued to shake-off recent nervousness, with a 5p

with a jump of 13p to 101p.

Small gains were seen in Barmah, 2p to 403p. Enterprise Oil, 1p to 102p. Carless Capel, 2p to 60p, while Shell, on 781p and Ultramar, on 166p, both hardened 1p.

Continuing talk of a bid for Stewart Wrightson, the insurance broker, was good for another 14p on the shares at 459p — a rise of 34p in two days. Citibank, the US banking and investment group, remains the market's favourite suitor. Dealers claim that Citibank is looking to extend its range of financial services in Europe and that Stewart Wrightson would make an ideal match.

Some optimists were even suggesting a bid of 700p a share tomorrow, valuing the broker at £309.5 million. There were a few bright spots among the other insurance brokers, with Hogg Robinson advancing by 4p to 315p, still reflecting recently announced expansion plans, while CE Heath rose 3p to 532p and Sedgwick Group 2p to 348p.

Steel Burrell Jones recovered from an early 5p fall to finish steady at 274p. But profit-taking reduced PWS International by 5p to 318p and Willis Faber by 8p to 414p.

The big insurance companies enjoyed selective support, still hoping for a boost to profits from their US earnings following the recent weakness in the value of sterling. Guardian Royal Exchange was wanted, with a 7p rise to 509p, as a former accident firm 3p to 832p. Royal Insurance 2p to 849p and Commercial Union 1p to 313p.

Standard Chartered continued to rally, with a 10p rise to 732p following weakness stemming from the group's successful defence against the £1.3 billion bid from Lloyds Bank. The market is now looking for a change of strategy at Standard to appease its newest shareholders, including Sir Yue-Kong Pao with 14.9 per cent, Tan Sri Khoo with 5 per cent and Mr Robert Holmes & Court's Bell Corporation with 7 per cent.

Among the big four high street clearing banks, Lloyds was unchanged at 424p, while Midland expanded 3p to 547p. Barclays 2p to 524p and National Westminster 3p to 517p.

Morgan Grenfell, the merchant bank, which made a disappointing debut last account, again ran into early selling. The price dipped to a fresh low of 453p, before rallying to close 1p up on the day at 456p.

COMMENT Kenneth Fleet

White knights turn grey in dawn light

Michael Newman has departed "amicably" from his post as chief executive of Britannia Arrow, as these financial settlements put it. The deal was a necessary part of yet another of the machinations of David Stevens, investment manager turned newspaper baron, and his chum, Robert Maxwell.

Their partnership is a classic case of the lion hunting with the tiger. Poor Mr Newman was prey for both. Indeed, he welcomed them as holders of a combined stake of nearly 30 per cent of the fund management group, which is also the present owner of Singer & Friedlander, the merchant bank, since his main preoccupation at the time was to fend off the takeover bid from Guinness Peat.

Once part two of the strategy — to inject MIM, which was run by Mr Stevens but owned by Aetna Life — had been completed, Mr Newman's days were numbered. The process may be seen as altruism on Mr Newman's part, albeit compensated altruism, since Britannia Arrow's shares rose 3p to 143p yesterday compared with Guinness Peat's cash alternative of 137p.

It is, however, more likely to have been an example of an increasingly frequent phenomenon: white knights who turn out to be a good deal more lustful once they have saved the damsel from the distress of the

unwanted attentions of another.

When Guinness Peat's bid was defeated in January, Mr Maxwell described the result as a vote of confidence in Britannia Arrow's management — most of which has since departed. Mr Newman observed at the time: "Now we can look forward to the future with confidence", adding almost as an afterthought: "Obviously there will have to be further discussions with Mr Stevens and Mr Maxwell".

The directors of Standard Chartered, apart perhaps from Stuart Tarrant, must now be wondering what sort of fate awaits them after their escape from Lloyds' clutches. Their encouragement to supportive customers and friends in the East to put their money where their good wishes were has unintentionally shifted effective control of the bank and pointed its future in a completely different, and unplanned, direction.

The former management of Distillers, who fled into the arms of their white knight Guinness to save themselves from James Gulliver, are suddenly aware that even white knights believe that all is fair in love and war, and may look grey in the cold light of dawn.

Given such experiences, other hard-pressed boards might question more seriously whether their enemy's enemy is necessarily their friend.

RECENT ISSUES

| EQUITIES | 1st | 2nd | 3rd | 4th | 5th | 6th | 7th | 8th | 9th | 10th |
|---------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Alcoa (49p) | 31 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Accord (25p) | 168 | 4 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Alumasc (150p) | 151 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Arlington (115p) | 178 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Avon (115p) | 213 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| B&S Design (6p) | 70 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Beaverbrook (145p) | 153 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Bipol 37 (120p) | 43 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Bordent (125p) | 154 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Broderick (145p) | 154 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Campbell Armstrong (110p) | 85 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Chelston (125p) | 117 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Coated Electrodes (84p) | 110 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Evans Halshaw (120p) | 130 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Guthrie Corp (190p) | 154 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |

| RIGHTS ISSUES | 1st | 2nd | 3rd | 4th | 5th | 6th | 7th | 8th | 9th | 10th |
|---------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| Amari F/P | 108 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Antofagasta N/P | 575 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Costain N/P | 84 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| De La Rue F/P | 210 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Ernst & Young N/P | 16 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Expat N/P | 10 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Isotek Johnson F/P | 170 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Leigh Interests N/P | 4 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Peapack F/P | 88 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Sherratt & Sons F/P | 210 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Wiggle Collins N/P | 210 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |

LONDON FINANCIAL FUTURES

| Three Month Sterling | Open | High | Low | Close | Settle |
|------------------------------------|-------|-------|-------|-------|--------|
| Sep 86 | 90.50 | 90.54 | 90.50 | 90.54 | 90.54 |
| Oct 86 | 90.54 | 90.54 | 90.54 | 90.54 | 90.54 |
| Nov 86 | 90.54 | 90.54 | 90.54 | 90.54 | 90.54 |
| Dec 86 | 90.54 | 90.54 | 90.54 | 90.54 | 90.54 |
| Previous day's total open interest | 14842 | | | | |

| Three Month Eurodollar | Open | High | Low | Close | Settle |
|------------------------------------|-------|-------|-------|-------|--------|
| Sep 86 | 88.84 | 88.84 | 88.84 | 88.84 | 88.84 |
| Oct 86 | 88.84 | 88.84 | 88.84 | 88.84 | 88.84 |
| Nov 86 | 88.84 | 88.84 | 88.84 | 88.84 | 88.84 |
| Dec 86 | 88.84 | 88.84 | 88.84 | 88.84 | 88.84 |
| Previous day's total open interest | 7733 | | | | |

| US Treasury Bond | Open | High | Low | Close | Settle |
|------------------------------------|--------|--------|--------|--------|--------|
| Sep 86 | 100.80 | 100.80 | 100.80 | 100.80 | 100.80 |
| Oct 86 | 100.80 | 100.80 | 100.80 | 100.80 | 100.80 |
| Nov 86 | 100.80 | 100.80 | 100.80 | 100.80 | 100.80 |
| Dec 86 | 100.80 | 100.80 | 100.80 | 100.80 | 100.80 |
| Previous day's total open interest | 7733 | | | | |

| Short GR | Open | High | Low | Close | Settle |
|------------------------------------|--------|--------|--------|--------|--------|
| Sep 86 | 101.10 | 101.10 | 101.10 | 101.10 | 101.10 |
| Oct 86 | 101.10 | 101.10 | 101.10 | 101.10 | 101.10 |
| Nov 86 | 101.10 | 101.10 | 101.10 | 101.10 | 101.10 |
| Dec 86 | 101.10 | 101.10 | 101.10 | 101.10 | 101.10 |
| Previous day's total open interest | 7733 | | | | |

| Long GR | Open | High | Low | Close | Settle |
|------------------------------------|--------|--------|--------|--------|--------|
| Sep 86 | 120.80 | 120.80 | 120.80 | 120.80 | 120.80 |
| Oct 86 | 120.80 | 120.80 | 120.80 | 120.80 | 120.80 |
| Nov 86 | 120.80 | 120.80 | 120.80 | 120.80 | 120.80 |
| Dec 86 | 120.80 | 120.80 | 120.80 | 120.80 | 120.80 |
| Previous day's total open interest | 14838 | | | | |

| FT-SE 100 | Open | High | Low | Close | Settle |
|------------------------------------|--------|--------|--------|--------|--------|
| Sep 86 | 151.80 | 151.80 | 151.80 | 151.80 | 151.80 |
| Oct 86 | 151.80 | 151.80 | 151.80 | 151.80 | 151.80 |
| Nov 86 | 151.80 | 151.80 | 151.80 | 151.80 | 151.80 |
| Dec 86 | 151.80 | 151.80 | 151.80 | 151.80 | 151.80 |
| Previous day's total open interest | 2304 | | | | |

FOREIGN EXCHANGES

| STERLING SPOT AND FORWARD RATES | Market rates | Forward rates |
|---------------------------------|---------------|---------------|
| 1 month | 1.5400-1.5410 | 1.5400-1.5410 |
| 3 months | 1.5410-1.5420 | 1.5410-1.5420 |
| 6 months | 1.5420-1.5430 | 1.5420-1.5430 |
| 12 months | 1.5430-1.5440 | 1.5430-1.5440 |
| 18 months | 1.5440-1.5450 | 1.5440-1.5450 |
| 24 months | 1.5450-1.5460 | 1.5450-1.5460 |
| 30 months | 1.5460-1.5470 | 1.5460-1.5470 |
| 36 months | 1.5470-1.5480 | 1.5470-1.5480 |
| 42 months | 1.5480-1.5490 | 1.5480-1.5490 |
| 48 months | 1.5490-1.5500 | 1.5490-1.5500 |
| 54 months | 1.5500-1.5510 | 1.5500-1.5510 |
| 60 months | 1.5510-1.5520 | 1.5510-1.5520 |
| 66 months | 1.5520-1.5530 | 1.5520-1.5530 |
| 72 months | 1.5530-1.5540 | 1.5530-1.5540 |
| 78 months | 1.5540-1.5550 | 1.5540-1.5550 |
| 84 months | 1.5550-1.5560 | 1.5550-1.5560 |
| 90 months | 1.5560-1.5570 | 1.5560-1.5570 |
| 96 months | 1.5570-1.5580 | 1.5570-1.5580 |
| 102 months | 1.5580-1.5590 | 1.5580-1.5590 |
| 108 months | 1.5590-1.5600 | 1.5590-1.5600 |
| 114 months | 1.5600-1.5610 | 1.5600-1.5610 |
| 120 months | 1.5610-1.5620 | 1.5610-1.5620 |
| 126 months | 1.5620-1.5630 | 1.5620-1.5630 |
| 132 months | 1.5630-1.5640 | 1.5630-1.5640 |
| 138 months | 1.5640-1.5650 | 1.5640-1.5650 |
| 144 months | 1.5650-1.5660 | 1.5650-1.5660 |
| 150 months | 1.5660-1.5670 | 1.5660-1.5670 |
| 156 months | 1.5670-1.5680 | 1.5670-1.5680 |
| 162 months | 1.5680-1.5690 | 1.5680-1.5690 |
| 168 months | 1.5690-1.5700 | 1.5690-1.5700 |
| 174 months | 1.5700-1.5710 | 1.5700-1.5710 |
| 180 months | 1.5710-1.5720 | 1.5710-1.5720 |
| 186 months | 1.5720-1.5730 | 1.5720-1.5730 |
| 192 months | 1.5730-1.5740 | 1.5730-1.5740 |
| 198 months | 1.5740-1.5750 | 1.5740-1.5750 |
| 204 months | 1.5750-1.5760 | 1.5750-1.5760 |
| 210 months | 1.5760-1.5770 | 1.5760-1.5770 |
| 216 months | 1.5770-1.5780 | 1.5770-1.5780 |
| 222 months | 1.5780-1.5790 | 1.5780-1.5790 |
| 228 months | 1.5790-1.5800 | 1.5790-1.5800 |
| 234 months | 1.5800-1.5810 | 1.5800-1.5810 |
| 240 months | 1.5810-1.5820 | 1.5810-1.5820 |
| 246 months | 1.5820-1.5830 | 1.5820-1.5830 |
| 252 months | 1.5830-1.5840 | 1.5830-1.5840 |
| 258 months | 1.5840-1.5850 | 1.5840-1.5850 |
| 264 months | 1.5850-1.5860 | 1.5850-1.5860 |
| 270 months | 1.5860-1.5870 | 1.5860-1.5870 |
| 276 months | 1.5870-1.5880 | 1.5870-1.5880 |
| 282 months | 1.5880-1.5890 | 1.5880-1.5890 |
| 288 months | 1.5890-1.5900 | 1.5890-1.5900 |
| 294 months | 1.5900-1.5910 | 1.5900-1.5910 |
| 300 months | 1.5910-1.5920 | 1.5910-1.5920 |
| 306 months | 1.5920-1.5930 | 1.5920-1.5930 |
| 312 months | 1.5930-1.5940 | 1.5930-1.5940 |
| 318 months | 1.5940-1.5950 | 1.5940-1.5950 |
| 324 months | 1.5950-1.5960 | 1.5950-1.5960 |
| 330 months | 1.5960-1.5970 | 1.5960-1.5970 |
| 336 months | 1.5970-1.5980 | 1.5970-1.5980 |
| 342 months | 1.5980-1.5990 | 1.5980-1.5990 |
| 348 months | 1.5990-1.6000 | 1.5990-1.6000 |
| 354 months | 1.6000-1.6010 | 1.6000-1.6010 |
| 360 months | 1.6010-1.6020 | 1.6010-1.6020 |
| 366 months | 1.6020-1.6030 | 1.6020-1.6030 |
| 372 months | 1.6030-1.6040 | 1.6030-1.6040 |
| 378 months | 1.6040-1.6050 | 1.6040-1.6050 |
| 384 months | 1.6050-1.6060 | 1.6050-1.6060 |
| 390 months | 1.6060-1.6070 | 1.6060-1.6070 |
| 396 months | 1.6070-1.6080 | 1.6070-1.6080 |
| 402 months | 1.6080-1.6090 | 1.6080-1.6090 |
| 408 months | 1.6090-1.6100 | 1.6090-1.6100 |
| 414 months | 1.6100-1.6110 | 1.6100-1.6110 |
| 420 months | 1.6110-1.6120 | 1.6110-1.6120 |
| 426 months | 1.6120-1.6130 | 1.6120-1.6130 |
| 432 months | 1.6130-1.6140 | 1.6130-1.6140 |
| 438 months | 1.6140-1.6150 | 1.6140-1.6150 |
| 444 months | 1.6150-1.6160 | 1.6150-1.6160 |
| 450 months | 1.6160-1.6170 | 1.6160-1.6170 |
| 456 months | 1.6170-1.6180 | 1.6170-1.6180 |
| 462 months | 1.6180-1.6190 | 1.6180-1.6190 |
| 468 months | 1.6190-1.6200 | 1.6190-1.6200 |
| 474 months | 1.6200-1.6210 | 1.6200-1.6210 |
| 480 months | 1.6210-1.6220 | 1.6210-1.6220 |
| 486 months | 1.6220-1.6230 | 1.6220-1.6230 |
| 492 months | 1.6230-1.6240 | 1.6230-1.6240 |
| 498 months | 1.6240-1.6250 | 1.6240-1.6250 |
| 504 months | 1.6250-1.6260 | 1.6250-1.6260 |
| 510 months | 1.6260-1.6270 | 1.6260-1.6270 |
| 516 months | 1.6270-1.6280 | 1.6270-1.6280 |
| 522 months | 1.6280-1.6290 | 1.6280-1.6290 |
| 528 months | 1.6290-1.6300 | 1.6290-1.6300 |
| 534 months | 1.6300-1.6310 | 1.6300-1.6310 |
| 540 months | 1.6310-1.6320 | 1.6310-1.6320 |
| 546 months | 1.6320-1.6330 | 1.6320-1.6330 |
| 552 months | 1.6330-1.6340 | 1.6330-1.6340 |
| 558 months | 1.6340-1.6350 | 1.6340-1.6350 |
| 564 months | 1.6350-1.6360 | 1.6350-1.6360 |
| 570 months | 1.6360-1.6370 | 1.6360-1.6370 |
| 576 months | 1.6370-1.6380 | 1.6370-1.6380 |
| 582 months | 1.6380-1.6390 | 1.6380-1.6390 |
| 588 months | 1.6390-1.6400 | 1.6390-1.6400 |
| 594 months | 1.6400-1.6410 | 1.6400-1.6410 |
| 600 months | 1.6410-1.6420 | 1.6410-1.6420 |
| 606 months | 1.6420-1.6430 | 1.6420-1.6430 |
| 612 months | 1.6430-1.6440 | 1.6430-1.6440 |
| 618 months | 1.6440-1.6450 | 1.6440-1.6450 |
| 624 months | 1.6450-1.6460 | 1.6450-1.64 |

Portfolio
—Gold—

DAILY DIVIDEND
£8,000
Claims required for
+38 points
Claimants should ring 0254-53272

| Low | Company | Price | Ch/gs price | Gross cost | Yld | P/E |
|-----|--------------|-------|-------------|---------------|-----|---------|
| 50 | Goldst M Res | 275 | | | | |
| 52 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 53 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 54 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 55 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 56 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 57 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 58 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 59 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 60 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 61 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 62 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 63 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 64 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 65 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 66 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 67 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 68 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 69 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 70 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 71 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 72 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 73 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 74 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 75 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 76 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 77 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 78 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 79 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 80 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 81 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 82 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 83 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 84 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 85 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 86 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 87 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 88 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 89 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 90 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 91 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 92 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 93 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 94 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 95 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 96 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 97 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 98 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 99 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |
| 100 | Goldst Pk | 275 | | | 1.4 | 44 12.1 |

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|-----|------------------|-----|-----|-----|----|
| 116 | US & foreign mfg | 138 | +1 | 137 | -1 |
| 124 | Smelter (Leah) | 136 | +1 | 134 | -2 |
| 200 | Usher-Walker | 210 | 0 | 207 | -1 |
| 200 | Valen Pollen | 140 | 0 | 137 | -2 |
| 140 | Waco | 88 | 0 | 85 | -3 |
| 589 | Woodington (J) | 800 | 0 | 771 | -4 |
| 177 | Wray | 943 | 0 | 913 | -3 |
| 240 | Wasmuth | 488 | 0 | 473 | -3 |
| 320 | Wright Collins | 488 | -10 | 451 | -8 |

PROPERTY

| | | | | | |
|-----|-----------------|-----|-----|-----|-----|
| 94 | Alcoa | 81 | r-1 | 82b | 0.4 |
| 94 | Allied Lon | 98 | 0 | 94 | -4 |
| 76 | Apex | 98 | 0 | 94 | -4 |
| 177 | Arlington Beach | 178 | 0 | 174 | -2 |
| 81 | Belstar | 120 | -2 | 114 | -5 |
| 81 | Belstar | 120 | 0 | 114 | -5 |

| | | | | | |
|-----|------------------|-----|-----|-----|------|
| 38 | Card (A) Station | 590 | 1.6 | 0.7 | 21.3 |
| 39 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 40 | Card Prop | 590 | 1.6 | 0.7 | 21.3 |
| 41 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 42 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 43 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 44 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 45 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 46 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 47 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 48 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 49 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 50 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 51 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 52 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 53 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 54 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 55 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 56 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 57 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 58 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 59 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 60 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 61 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 62 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 63 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 64 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 65 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 66 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 67 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 68 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 69 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 70 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 71 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 72 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 73 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 74 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 75 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 76 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 77 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 78 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 79 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 80 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 81 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 82 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 83 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 84 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 85 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 86 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 87 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 88 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 89 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 90 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 91 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 92 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 93 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 94 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 95 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 96 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 97 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 98 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 99 | Card Station | 590 | 1.6 | 0.7 | 21.3 |
| 100 | Card Station | 590 | 1.6 | 0.7 | 21.3 |

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|-----|---------|-----|--|-----|-------|
| 188 | McGee | 118 | | 2.9 | 43.20 |
| 189 | McGowan | 118 | | 4.1 | 61.72 |
| 190 | McGowan | 118 | | 2.1 | 31.72 |
| 191 | McGowan | 118 | | 2.1 | 31.72 |
| 192 | McGowan | 118 | | 2.1 | 31.72 |
| 193 | McGowan | 118 | | 2.1 | 31.72 |
| 194 | McGowan | 118 | | 2.1 | 31.72 |
| 195 | McGowan | 118 | | 2.1 | 31.72 |
| 196 | McGowan | 118 | | 2.1 | 31.72 |
| 197 | McGowan | 118 | | 2.1 | 31.72 |
| 198 | McGowan | 118 | | 2.1 | 31.72 |
| 199 | McGowan | 118 | | 2.1 | 31.72 |
| 200 | McGowan | 118 | | 2.1 | 31.72 |
| 201 | McGowan | 118 | | 2.1 | 31.72 |
| 202 | McGowan | 118 | | 2.1 | 31.72 |
| 203 | McGowan | 118 | | 2.1 | 31.72 |
| 204 | McGowan | 118 | | 2.1 | 31.72 |
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| 215 | McGowan | 118 | | 2.1 | 31.72 |
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| 274 | McGowan | 118 | | 2.1 | 31.72 |
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| 331 | McGowan | 118 | | 2.1 | 31.72 |
| 332 | McGowan | 118 | | 2.1 | 31.72 |
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● Ex dividend a Ex all b Forecast dividend c Interim payment passed f Price at suspension g Dividend ar yield exclude a special payment h Pre-merger figures Forecast earnings o Ex other i Ex rights a Ex scrip share split t Tax-free .. No significant data.

GENERAL APPOINTMENTS

July 17, 1986

Ask any manager who has been at work for 15 to 20 years what major differences he or she faces today compared with those of, say, 15 years ago, and the word "change" will probably find its way into the answer. That is not, of course, to imply that change is something new; but it is undeniable that the speed and size of change now confronting managers in most commercial organizations is a world away from the gentle evolutionary development which, with the benefit of hindsight, was the norm 10 years ago.

Before the economic recession of the late 1970s, industry included in its ranks a far larger number of companies than it does now. The fact that so many of them ceased trading or went bankrupt in part due to economic circumstance.

However, a common problem experienced by many was that they lacked the sort of management which might have given them the chance of survival. They

had not understood or perceived the need for entrepreneurial or innovative leaders, and by the time they realized what was happening it was too late.

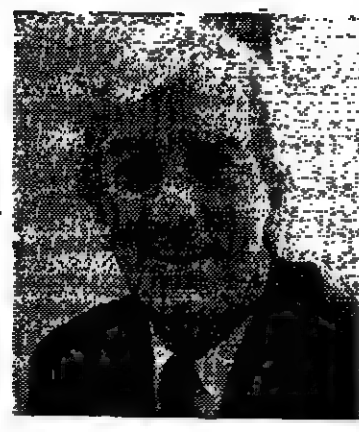
In the retail sector, the pace of change during the past few years has been greater than at any time before. Shopping is no longer an activity carried out out of pure necessity. It is a social activity which requires modern retailers to attend to customer needs in terms of merchandise (which was done anyway) and, more importantly, to the problem of creating the sort of ambience and environment in which their customers will feel comfortable, and hence be more likely to spend.

A walk around any modern chain or department store will reveal the many changes made in the past few years — walkways which enable you to see what is on offer without having to fight your way through serried ranks of racks and counters; new methods of display which show goods off to their best advantage; computer-

Retail managers need a flair for making shopping a pleasing social activity today, says Paul Smith

ized tills and stock control systems; a multiplicity of payment methods, including in-house credit cards; carpeted floors, subdued lighting, carry-to-car services and so on.

Of course, all this could not have been achieved unless somebody had decided how, when and where to do it. As management in retailing is ideally unobtrusive, customers are not normally aware of the flair and decision-making ability required of retail managers,



nor of the professional techniques used by them.

This gives us our biggest recruitment problem, as the management staff on view in most stores rarely seem to be doing anything. The assumption is therefore made that the major qualities required do not include intelligence, business acumen, a large degree of self-motivation and high skill in leading and motivating others.

As Marks & Spencer currently pays its top store managers a

package worth more than £50,000 a year, it would be difficult to explain why we should reward mediocrity so generously unless uniformed perceptions were totally wrong.

Finding managers who can cope with the challenges retailing provides is not easy. Most companies have some immutable guidelines about their operation; Marks & Spencer has such principles, mainly to do with our stance on the quality and value of what we sell and with the relationship we wish to have with our staff, manufacturers and customers. These philosophical ideals never change, but the policy for achieving them constantly changes. This gives managers a variety of problems requiring considerable ingenuity to solve.

However, successful management must be proactive. That is, it must set itself objectives rather than just react to those set for it. For this reason, our managers are asked to identify personal and group objectives, which they become responsible for achieving. This requires them to evaluate

past performance, analyse future opportunities, and to devise business strategies for whatever area they are working in. If any further evidence is needed to substantiate the challenge of retail management, then this is it.

Retailing is one of the largest employers of people in the UK. This is perhaps surprising in view of the image problems the industry has, and our biggest problem is to decide how and when to sell ourselves to those who sooner or later will come on to the job market.

Much has recently been written about government initiatives concerning industry links with education. Our own experience would support the view that education currently provides training in academia, but does rather less to prepare students for work or choosing suitable careers. As many of our retailing colleagues do, we have an extensive schools and university liaison system, and a heavy commitment

to work experience training. Nevertheless, this only scratches the surface of the problem of how to reach the brightest minds and convince them that retailing can offer the kind of stimulation and challenge they seek.

If the Government proposes new syllabuses in schools (or other schemes), then it is certain that industry would be only too happy to respond positively, particularly retail companies whose attraction problems are so acute.

Thirty-five years ago, President Kennedy said: "Change is the law of life. And those who only look to the past or the present are certain to miss the future."

As business becomes even more international, British industry, and retailing in particular, needs to take a good look at its own future to ensure that it convinces our finest minds that it has the resources to provide them with interesting, exciting and rewarding careers.

Paul Smith is the senior personnel executive of Marks & Spencer.

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WATKINS-JOHNSON LIMITED

MANAGER

EW TRAINING SYSTEMS
SALARY £ NEG + COMPANY CAR

Watkins-Johnson Limited, a leader in EW Airborne Training Systems is looking for a Professional to manage their EW Team. The Company is based in pleasant surroundings on the outskirts of Windsor.

Reporting to the Manager UK Operations, the successful applicant will lead a professional and experienced Design, Development and Marketing Team in its objectives of expanding the Company's EW business.

The successful applicant will have an Honours Degree in Electronics and have gained wide experience in the field of EW systems. He or she will have a proven track record in the management of EW programmes, be currently employed in a senior position in this field, and possess a working knowledge of Mod(P) procedures.

This is a key role within the Management Team and commands a salary and benefits package commensurate with such a position. For an application form and further details telephone the Personnel Department on Windsor (0753) 889241 or alternatively send C.V. to Watkins-Johnson Limited, Dedworth Road, Oakley Green, Windsor SL4 4LH



Regional General Manager

Manchester c.£34,500 subject to early review

The North Western Regional Health Authority is responsible through 19 District Health Authorities for the health care of 4 million people living in Greater Manchester and Lancashire. The second largest region in England, we employ 74,000 staff and have an annual revenue budget of over £900 million and a capital budget of around £70 million.

Due to the resignation of the current postholder, Gordon Greenfield, to take up another appointment, we are now seeking a man or woman with the necessary qualities to become his successor in this demanding and challenging position.

Leading an Executive Management Team and other Chief Officers, you will be responsible for carrying out the Authority's policies and plans in the most effective way. As the RHA is well on the way to implementing the proposals of the Griffiths report, your main objective will be to ensure that the considerable changes projected over the next 10 years achieve fruition.

Applicants must be able to demonstrate considerable success at Senior level in a major organisation and be capable of commanding the support and respect of the many staff working within the service at national, regional and district level. Additionally you will have experience of managing change in a diverse and complex environment.

The salary of c.£34,500 is subject to early review. A higher salary may be available for an exceptional candidate. In addition, a performance related pay scheme is to be introduced for General Managers in the NHS in the near future. The appointment will be on a short term rolling contract initially of between 3 and 5 years. For an informal discussion regarding this position, please contact Sir John Page, Chairman, 061-236 9456 ext 495.

Further details and application forms are available from Mr J Lyons, Head of Personnel, North Western Regional Health Authority, Gateway House, Piccadilly South, Manchester M60 7LP. Telephone 061-236 9456 ext 581. Closing date for applications: 18th August 1986.

NORTH WESTERN REGIONAL HEALTH AUTHORITY



KING EDWARD'S HOSPITAL FUND FOR LONDON

THE KING'S FUND CENTRE DIRECTOR, HEALTH SERVICES DEVELOPMENT

On the retirement of Graham Cannon, we are seeking to appoint a new director to promote the fund's many contributions to standards of health care delivery. The Director will guide and oversee existing programmes and influence new directions in the Centre's educational and other activities. Personal characteristics required include:

- An absolute commitment to service development in health care with vision, imagination and a commitment to patient-centred view
- Skills in project management and the development of network building
- A capacity to gain and keep people's trust.

The Director will be a member of the Fund's top management team, contributing to the leadership of the Fund as a whole. The person appointed may come from a wide range of disciplines, but an ability to cross professional boundaries is essential. A track record in health services is desirable. Even more helpful is a record of achievement in the management of change.

Salary and terms and conditions will be competitive with top health service posts. The position will probably be on a 5 year contract, renewable. A search committee has been established comprising Professor Ian McColl (Chairman), Dr Tony Dawson, Shirley Goodwin, Robert Maxwell and Dr Geoffrey Rivett with whom contact may be made.

The closing date for application is September 15 1986. Further information is available from:

Mrs Sue McCamley, The King's Fund, 14 Palace Court, London W2 4HT.

The King's Fund is committed to an Equal Opportunities Policy.

IT Consultancy

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Our client, the professional services division of a major IT company, is a centre of excellence for IT consultancy and project management world-wide. Employing some 130 people, increased demand has created vacancies at both principal and senior consultant levels.

If you have in-depth experience of one of the following, let us hear from you:-

- strategic IT consultancy
- management of large IT projects
- networking (voice and data)
- manufacturing systems esp. CIM, OMAC
- systems conversion and migration
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Please send C.V. quoting reference 12/155T or contact:-

AGB Executive

175 SLOANE STREET LONDON SW1X 9QG

Tel: 01-235 9891

CAMPAIGN DIRECTOR

FOR A MAJOR NEW CHARITY

A new charity in the field of medical research has recently been established, with the objective of raising substantial resources from private and corporate sources to fund a number of programmes in medical research and treatment.

The Trustees of the charity now seek to appoint a Campaign Director, who will be responsible for specifying objectives and implementing strategies to ensure the charity's fund-raising efforts are successful. He or she will recruit and manage a small full-time executive team based in Central London, and co-ordinate the activities of voluntary helpers from all walks of life up and down the country.

The successful candidate for this permanent position will possess genuine entrepreneurial flair, a knowledge of the techniques and methods of fund-raising on behalf of charitable causes and a vocational affinity with the campaign. Remuneration and benefits will be at the top end of the scale normally associated with this kind of work. In addition, he/she will receive the whole-hearted support of many corporate and private bodies already committed to the cause.

Prospective candidates should write in the first instance explaining their suitability for the post, attaching a full C.V. The address to write to is Box No. C64, c/o Times Newspapers Limited, P.O. Box 481, Virginia Street, London E1 9BD.

COMPUTER SALES

Data Comms Sales OTE £36K + car

Do you have experience of Multiplexors, Protocol Converters, PSS or X25's, then this major Data Communications Organisation has a superb career for you selling their systems into the S. West & S. B'ham area's. A PC Network sales type is also needed to sell Ethernet, Novell or ProNet into the northern home counties.

Big Bang Sales £20K/OTE £55K

With the coming of de-regulation of the Stock Exchange, opportunities selling services/systems into the CITY are at their highest. The market leader in brokerage software solutions has two sales vacancies plus a sales trainee position for someone with good brokerage/banking software design experience & with the right personality.

Turnkey Sales OTE £32K + car

This major DEC systems house is engaged in an expansion plan to match its highly successful sales in 1985/86. London area sales executives (age 24 to 39) are now urgently required for their expanding distribution and Retail (micro based) Systems arm of this company, where computer solutions range from £25K up to £2M.

Micro Sales OTE £20 - £32K + car

If you have more than 9 months successful IBM or compatible micro solution selling experience, then we have 42 separate expanding organisations with 61 separate locations from LUTON to LEATHERHEAD and from BRACKNELL to BRENTWOOD from which to choose. Vacancies also exist in BIRMINGHAM GOVENTRY and SALISBURY.

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UNIVERSAL COMPUTER ASSOCIATES LTD

Trafalgar House, Grenville Place, London, NW7 3SA

Telephone: 01-959 1198/3611 (958 3131 evenings)

Michael Popper & Chris Krouhove
120 other sales & support vacancies

AGRICULTURAL AND FOOD RESEARCH COUNCIL

DEPUTY SECRETARY

£32,350-£35,350

The prime responsibility of this newly created post is to support and deputise for the Secretary to the Council on policy and representational matters. Specifically, the Deputy Secretary will oversee the Council's research programme at its own Institutes and in Universities and elsewhere. There will also be a responsibility for corporate planning and policy and for public relations. The Deputy Secretary will serve on the Council's Management Board. Candidates must be highly qualified in a science relevant to agricultural and food research, with a distinguished record of innovative research. Successful experience in research management is an important requirement.

The appointment will run until March 1990 when it will be reviewed. Salary and conditions of service are as for a Grade 3 post in the Open Structure of the Civil Service. Relocation assistance may be available.

Location: Central London. The AFRC is an equal opportunity employer.

Application forms and further particulars are available from

J M Y Dickens, Chief Personnel Officer, Agricultural and Food Research Council, 180 Great Portland Street, London W1N 6DT (Tel: 01-580 6655).

Closing date: 18 August 1986.



THIS YEAR YOU ARE GOING TO START UP YOUR OWN BUSINESS...

Because this is a business that revolves around you and your talents - not your age, sex, social standing or job experience. It requires your common sense, your charm and all your naked ambition. The business is called YOU and the business you are in is called direct selling. MOVE INSTANTLY TO THE NEXT AD if you think you can get anywhere in this life without needing to sell yourself effectively. Still with us? Good, then you recognise that given the right training, good products and services, supported by a professional corporate framework, you could be considerably richer by this time next year: purely on your own ability. There's no other job where the talent = earnings equation works out solely in your favour. There's no other way (barring a legacy or pools won) of ever breaking free from the predictability of your present life style. But could you cope?

AND IT ISN'T GOING TO COST YOU A PENNY.

and no catch.

Could you ride a bike or ski the first time? Of course you need training. That's why our clients have all spent years perfecting their sales training courses. It's a valuable asset which will ensure you a future and it's a sound investment for the companies who make up some of the top names in Britain. They form a boom sector in the economy and have been identified as the most likely sources of entrepreneurial talent this country has. Essentially our clients are an elite club of high performing individuals operating under a corporate umbrella. They had the courage to say "No" to a regular but mediocre salary. It's an indication of their self confidence that they were prepared to

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invest in themselves for high returns rather than settle for a life sentence as a hired hand. That self confidence is there in most of us, waiting to be developed, tuned up and given free rein. Wait no longer. Call us today or tomorrow between 9 am and 9 pm, just ask the operator for Freedom, Moxon Associates, Reading or complete the coupon and we will send you an information pack by return. No stamp necessary. Just address to: Anthony Moxon & Associates Ltd, Freepost, Reading RG1 1BR. We won't waste any time because, as from today, your time means money.

My name: _____
Address: _____
Home Telephone No: _____
Current Area of Work: _____

ANTHONY MOXON & ASSOCIATES LIMITED

31 CASTLE STREET, READING, BERKSHIRE RG1 1BR (0734 52227)

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GENERAL APPOINTMENTS

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
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Our client requires a top sales and marketing executive to build up their international business in the field of aviation simulation. Experience of dealing with UK and other MODs, with aircraft manufacturers and military flight training will be desirable. This is an excellent career opportunity with top level salary and the usual big company benefits. Applications in strict confidence under reference WDSE18045/TT will be forwarded unopened to the company's advisers unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager: CJRA.

Excellent opportunity for an enthusiastic candidate to head up function in an aggressive and challenging environment.

CJRA

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PROMINENT MERCHANT BANK WITH EMPHASIS ON TRADING ACTIVITIES

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Opportunities in Computer Recruitment

on target earnings in excess of £30k + car

The Resources International PLC Group is a dominant computer recruitment and consultancy organisation supplying the needs of a broad range of clients, predominantly in banking and finance.

Our annual turnover has risen to in excess of £5 million in three years and our sustained growth is reflected in our recent move to prestigious period offices in central London. Our success in generating interest in our clients' recruitment campaigns has resulted in a vast computerised register over 6,000 individuals.

We need several people to enhance the development of the agency aspect of our organisation and be in the front line locating leads for our campaign group.

The ability to negotiate and sell is as important as a positive, energetic and ambitious approach. Previous experience and a good track record in any recruitment environment is important.

If you can offer total commitment and the talent to progress in a demanding, pressurised atmosphere contact Warwick Bergin, Managing Director, in the strictest confidence on 01-388 4252 up to 8pm or 01-435 5466 after hours.

RESOURCES
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10 Fitzroy Square, London W1P 5HA

HAVE YOU BEEN TOO BUSY WORKING TO FIND THE RIGHT CAREER?

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We are just too busy working to make the time to find our true vocation, this is a paradox which usually results in a feeling of wanting to change but not knowing how to go about it.

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D'OYLY CARTE OPERA COMPANY

Appointment of GENERAL MANAGER

The Trustees of the D'Oyly Carte Opera Trust are making plans to revive the Company and invite applicants for this challenging and important post, which carries a commensurate salary for a person of appropriate experience.

Applications with c.v. to:-

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London W.C.2

by 14th August, 1986

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The Try Construction Group is a rapidly expanding group of companies involved in building construction and commercial and residential property development. We are seeking a Personnel Officer to take on full responsibility for all aspects of personnel management and industrial relations. The successful applicant will be expected to have a thorough knowledge of employment legislation and payroll systems and significant experience in recruitment. The successful applicant should also be able to communicate effectively and sensitively with managers and employees at all levels.

This is a senior management position and the person appointed will be expected to have the ability and commitment to make a significant contribution to the management and growth of the group. Ideally he will be educated to degree standard or carry an appropriate professional qualification and have had several years' experience in the construction industry or similar.

Based at Uxbridge. Salary will be commensurate with qualifications and experience. Company car, pension scheme and fringe benefits.

Applications in writing with full c.v. to:
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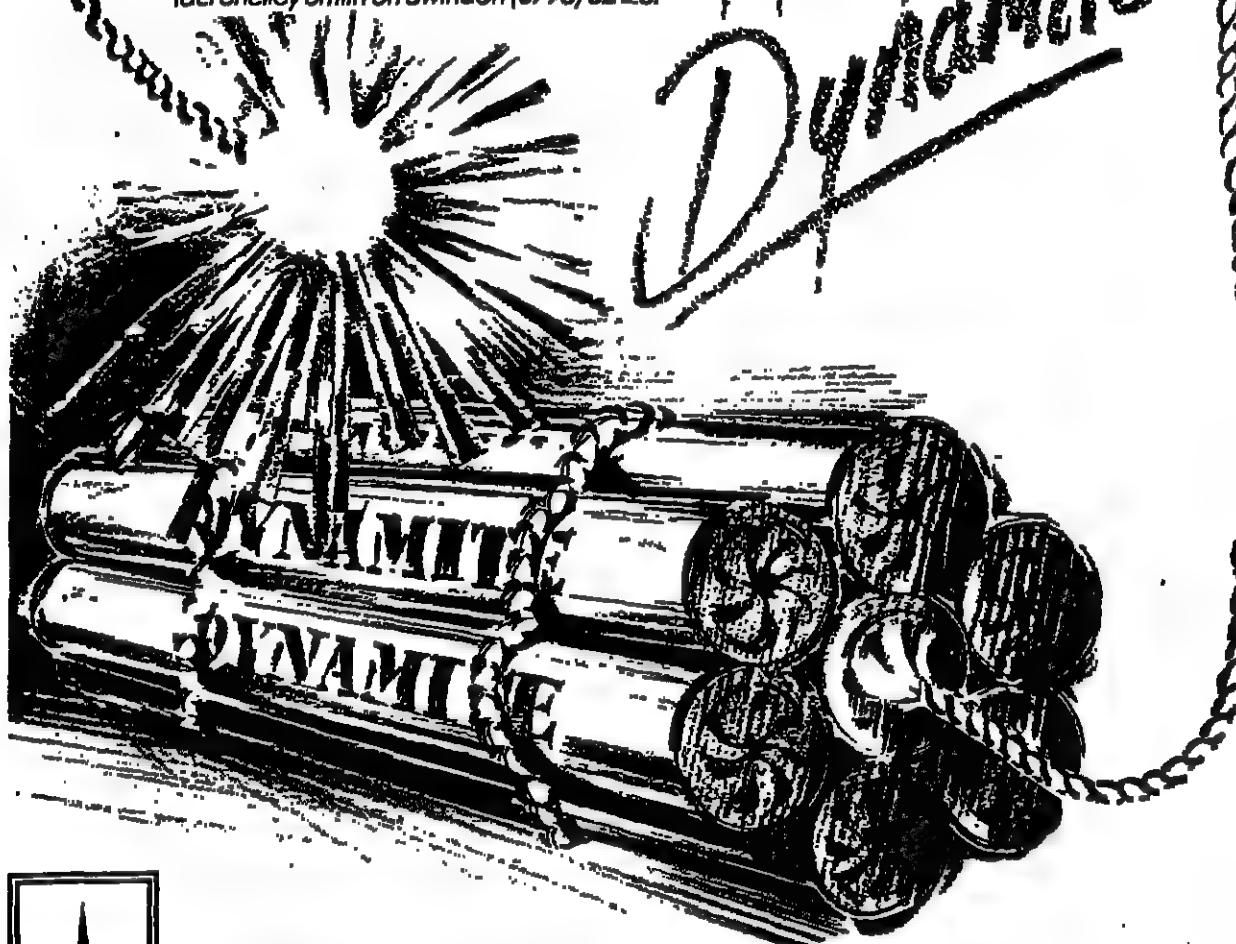
Based in the U.K. but predominantly responsible for project work in European countries, your experience to date should also cover 'state of the art' technology applications backed up with the ability to operate with a minimum of supervision. Where necessary, comprehensive training will be given to optimise your skills and potential.

Candidates should be aged under 35 with a degree or equivalent business orientated qualification, together with an entrepreneurial flair for problem solving in a dynamic commercial environment and the necessary communications skills to translate users' needs into computing reality.

In return you can expect considerable opportunity for job satisfaction and career development at the forefront of automation technology, together with an attractive benefits package including generous relocation assistance.

Interviews are being held on the 4th to the 8th of August 1986.

For more details and an application form contact Shelley Smith on Swindon (0793) 32123.



THORN EMI High Street Operations (UK) Ltd.

Television House Shrivernham Road Swindon SN1 2NX

TEAR FUND OPERATIONAL DIRECTOR

The Fund

Is a large Christian organisation funding development and relief services in Developing Countries. It has over 100 UK based staff, income of £11m p.a. and is based in Teddington, Middlesex.

The Job

A new post, created in response to rapid growth. Reporting to the Board, the Operational Director will collaborate closely with the General Director in ensuring that the ministry of Tear Fund is effectively implemented. Prime responsibilities are: administrative and budgetary control through the nine departmental heads; planning and executing improvements to the organisation's structure and systems; and day-to-day leadership, assessment and career development of staff.

Candidates

Probably aged 40-55, must possess senior management experience and have demonstrated interpersonal and administrative skills in a dynamic environment. Tear Fund has an evangelical basis and the new Director will share that outlook and a concern for the organisation's objectives. An attractive remuneration package, commensurate with the responsibilities, will be negotiated.

Please apply to Sir Timothy Hoare, Career Plan Ltd, Chichester House, Chichester Rents, Chancery Lane, London, WC2A 1EG, tel: 01-242 5775.

Career plan
LIMITED

Personnel Consultants

FINANCIAL MANAGEMENT A GROWTH AREA OF THE MOMENT AND OF THE FUTURE - DON'T MISS OUT!

FPS (Management) Ltd is a leading firm of financial advisors and because of phenomenal expansion in 1986 is looking for outstanding individuals to complement its London based team of professionals.

The right individuals (aged 23+ and based in London) will be energetic and intelligent, highly motivated, hardworking and able to absorb new ideas quickly.

Full training will be provided.

Remuneration expected to be in excess of £20,000, and lead to management within the first year.

This is a superb opportunity to develop your own business and career path in a growing company and in an exciting industry.

For further details phone the Regional Manager on 01-240 9058



The National Trust for Places of Historic Interest or Natural Beauty

Kedleston Hall Appeal Manager

The National Trust requires a Manager to run its Appeal for Kedleston Hall.

In order to accept this great Palladian treasure house, the Trust needs to raise the sum of £2 million and aims to do so within a year, in Britain and in the USA.

The successful candidate for this post, who will report to the National Trust Appeals Manager, will be responsible for the British end of the appeal.

The post will be based in London, with a good deal of travelling within the UK and some travel to the USA.

Fixed term contract for one year: £12,000-£15,000.

Please write enclosing CV to:

Margaret Harris, Personnel Assistant
The National Trust, 36 Queen Anne's Gate
London, SW1H 9AS

Closing date: 31 July 1986

Previous applicants need not re-apply.

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The dynamic progressive company requires a competent individual with a high degree of commercial awareness to manage all their sales and office administration. Use your own track record in M.C.M. within the Export Industry, and your ability to communicate and negotiate at all levels. Proven management experience for the Director and Sub-Director is essential. The successful candidate will be responsible for the company's day to day sales and a good level of education is required.

If you have the necessary commitment to work in a busy export trading environment and call PATE 888 on 01-221 5000.

Drake Personnel

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BUDDING FINANCIAL DIRECTOR

Findlay Publications, a highly successful publisher of engineering and medical journals, has a senior vacancy for a young (28-35) qualified accountant who has the drive and talent to become the company's financial director.

Formal qualifications required include comprehensive accounting experience in a commercial background, familiarity with computer systems and a working knowledge of company taxation.

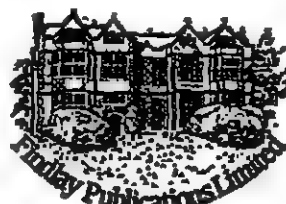
As important, however, are less tangible qualities. The successful candidate will be bright, personable and ambitious with a genuine interest in the commercial aspects of publishing. He or she will work alongside a highly professional, often hard-pressed team, with a down-to-earth, no-nonsense approach to problem-solving.

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Findlay Publications is a privately owned company with no outside shareholders and a staff of 125 who work in a splendidly converted Elizabethan Manor House set in its own grounds in North Kent.

The salary is open to negotiation, but we are thinking in terms of £15,000 to £20,000, plus a company car, with a prospect of profit-related bonuses for the right person committed to a long-term stay where the prospects are excellent.

If you see yourself as a budding financial director, please write to William Allingham, General Manager, Findlay Publications Ltd, Franks Hall, Horton Kirby, Kent DA4 9LL.



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has the following vacancies

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Post Diploma Architectural Students Salary: £11,056
Architect with at least two years' experience Salary: £13,151
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The posts available in London are in the Architectural Services Section, Chief Office. This small team is actively involved in a research and development programme contributing to the formulation of progressive design policies and standards. The section utilises an Intergraph CADD system and awareness of this technology would be considered an advantage.

TWYFORD, NR. READING

Post Diploma Architectural Student Salary: £9,211
Architect with at least two years' experience Salary: £11,306

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Architect with at least two years' experience Salary: £11,604
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Salaries quoted are subject to annual review and where applicable include Large Town Allowance.

Additionally, an annual bonus is payable and there is a wide range of benefits including a non-contributory pension scheme, profit sharing and special house purchase scheme after a qualifying period.

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Head of Personnel and Administration
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Property Services Department
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to handle all aspects of conference organisation for STS the conference organisation of the Royal Institution of Chartered Surveyors.

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Please contact Richard Wallace,
Career Care Group Ltd,
6 Glen House, Stag Place,
SW1 5AA

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Applications are invited for this newly-established post from persons with relevant experience. The person appointed will play a central role in the provision of courses and in establishing and fostering links with industry and government, in collaboration with the Director of Research Exploitation and Technology Transfer, the Finance Department's Research Administration Office, the University's company "Munro Limited", the University's Centre for Urban and Regional Industrial Development and the University Communications Office. Candidates should have a firm grasp of the way research is carried out in universities and a good range of contacts in at least one sector of industrial activity. Salary negotiable around £19,000 per annum. Superannuation. Application forms and further particulars from the Registrar, The University, Manchester M13 9PL. Closing date for receipt of applications October 1st, 1986. Quote Ref. 178/86/T.

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The successful candidate should be aged mid to late thirties. All replies in strictest confidence. Impeccable references essential.

Please Reply to BOX F71.

Deputy Director

A major national charitable Foundation working in the field of residential and community care for physically and mentally handicapped people seeks candidates for this challenging and possibly unique post.

Applicants must have wide experience in the senior management of the personal social services: familiarity with health and social policy in both the statutory and voluntary sectors; and a commitment to and experience of working with handicapped people. As the Foundation is continually exploring fresh initiatives, applicants must offer vision, enthusiasm and drive, together with outstanding personal gifts of persuasion and diplomacy. The successful candidate will be expected to perceive, implement and develop new approaches and co-ordinate responses within emerging policies. He/she must also have a strong commitment to the continuing role of voluntary organisations.

The post-holder is not only deputy to the director, but also has specific responsibility for the oversight and development of policies of care throughout the Foundation's Homes and Services in the United Kingdom. Extensive travel is involved.

Salary negotiable around £22,000, plus car and pension.

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Write as soon as possible in confidence with full CV to: Alan Finch, Charity Appointments, 3 Spital Yard, Bishopsgate, London E1 6AQ.

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Varied and Interesting Projects

Leading Professional Firm in the City of London seeks an efficient and energetic person, aged 30 to 40, to organise the Firm's external relations, including its social functions and publications, under the general supervision of the Communications Partner. Experience in public relations, publishing or both desirable. Flexible working week of not less than 30 hours. Attractive salary.

Please write in confidence enclosing a full curriculum vitae to:

Box No. 396
Streets Financial Advertising Limited
18 Red Lion Court
London EC4A 3HT

FINANCIAL DIRECTOR/ ADMINISTRATIVE SECRETARY

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Reporting to the General Director, and working closely with Heads of Departments, the successful candidate will be responsible for the setting up and monitoring of all operating budgets, and for the control of cash and other resources throughout the Movement. Other responsibilities will include the oversight and further development of computer technology, the care of equipment, cars & properties, and personnel administration.

The person appointed will be a qualified accountant with some computer experience, in full sympathy with the aims of the Movement, able to bring considerable energy with business and professional experience to this very challenging appointment, and become part of a management team. The post will be London based, with a realistic salary subject to negotiation.

For further information and an application form telephone or write to: Colin Harland, Scripture Union, 130 City Road, London EC1V 2NJ (Tel no. 01-250 1986).

MANAGER

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The job carries responsibility for the management of 70 office suites. Your role is to optimise the occupancy rate by presenting the business positively to new clients and ensuring existing customers enjoy services to the highest standard.

Aged 25 to 35, and educated to at least 'A' level standard, you should have knowledge of office services and administration experience. Ideally, you should have managed a small team and be familiar with the demands of a service business. You will need excellent communication skills and the initiative, energy and commitment which are prerequisites in this environment.

To find out more, telephone or write, quoting ref. no. L143, with full CV to Heather Male, Slade Consulting Group (UK) Limited, 58 St. James's Street, London SW1A 1LD. Tel: (01) 629 8070.

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FIBRE OPTICS APPLICATIONS

Graduate Required

Sifam, a well-established company now entering new high technology fields, is offering an opportunity for a young, outgoing physics graduate to assist in bringing the results of a successful fibre optics development programme to the market.

The successful candidate will join the R&D team, but the work will entail a close liaison with marketing and sales and include customer visits.

The person sought will have a good honours degree probably in physics, and is likely to have had some industrial experience.

This appointment is funded via the SERC/DTI Teaching Company Scheme.

Applications including C.V. and the names and addresses of two referees to:

Maurice Ball, M.B.E.
Research and
Development Manager
Sifam Limited
Woodland Road
Torquay, TQ2 7AY

SIFAM



UNIVERSITY
OF STRATHCLYDE

UPPINGHAM SCHOOL INDUSTRIAL FELLOWSHIP

Applications are invited for this newly established fellowship from persons who have a record of successful industrial or commercial experience at middle or senior management level in a major company. Applicants should possess energy, imagination and lively communication skills and should be interested in the promotion of the cause of industry to pupils aged 13 to 18 in a large boarding school.

The Fellow will be expected to initiate courses designed to stimulate an awareness of industry, to advise the School on the planning and activities of a proposed Industrial Centre and to develop links with local employers and institutions of Higher Education.

The appointment is tenable for a period of between six months and two years, preferably from January 1987, with the possibility of renewal. Salary and/or secondment arrangements are negotiable. Further particulars may be obtained from the Headmaster, Uppingham School, Rutland, LE15 9QE. The closing date for applications is 30th September 1986.

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Salary £33,000 p.a.

Full time position

For further details

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01-263 8100

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£36,000 p.a. o.t.e

London, Birmingham and Bristol

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The environment of data comms sales is a very tough one, for hardworking professionals only. Rewards, both in material terms and in job satisfaction, are high in line with job demands. Particular attention is paid in this company to career development, consequently staff turnover among sales people is very low. Ideally applicants should possess an impeccable track record in computer, comms or peripherals systems sales. However the company is offering one or two trainee positions for individuals with real sales talent who have outstanding sales achievement in less obviously related areas.

The benefits package is industry competitive but the carlist is especially enticing.

Please send in a written C.V. or telephone for further information and an application form.

Eileen Murphy

65 High Street, Bushey
Watford WD2 1BL
Tel: 01-850 0798



Communications Support Engineers

Shell International has an extensive Private International Telecommunications Network and has vacancies for qualified and experienced engineers working on the implementation and maintenance of the facilities for data communications, message and voice-switching network systems.

Communications Engineer II

Must have at least 4-5 years practical experience on a major commercial telecommunication network, using advanced telecommunications and hold at least an HNC in electronics engineering or final City & Guilds.

Communications Engineer III

Must have experience in the maintenance of telecommunication or computing equipment and have a minimum qualification of ONC or intermediate City & Guilds in a relevant subject.

Candidates should have an analytical approach to complex fault finding and good communication skills.

Starting salaries will be based on qualifications and experience and will be in the range of £11,800 p.a. to £15,900 p.a. (including London Allowance).

Shell Centre is very close to Waterloo Station and benefits include free lunches, 5 weeks annual leave, contributory pension scheme and extensive sports and social facilities on the premises.

Please telephone 01-834 2829/2185 or write for an application form to Ref. ODLP/131, Shell Centre, London SE1 7NA.

Application forms must be received by Monday, 28th July, 1986.



Shell

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Circa £11,500

Applications are invited from persons aged 30 or over for a new post in a busy administration department. Applicants should have previous experience of the management of property, particularly in the area of building maintenance.

The successful applicant will be part of an established team and enthusiasm and flexibility are essential. The ability to monitor the progress of work and provide clear reports will be an advantage.

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Mrs Rosemary Andrews
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3 Devonshire Place
London W1N 2EA

Closing date: 1 August 1986

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Exciting opportunity in the marketing arena for intelligent, articulate, well groomed persons.

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Total remuneration package negotiable around £16-21k

We are a well established training consultancy with unique products, an unusual philosophy and blue chip clients. Through continued growth we seek a professional sales consultant, male or female to join a small well integrated team who are enthusiastic and fun to work with. Major company sales experience and first class all round communication skills are essential. Additionally, experience in Training/Development and Marketing would be a benefit. Preferred age range 28-35. This position offers genuine opportunities for personal growth and job satisfaction to those seeking a stimulating and rewarding position in a highly successful but unusual small company.

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COMMUNICATION IMPROVEMENTS LTD.
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Telephone 0276 66446



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Call Pat Middleton on 588 5081.

MILLER MCNISH

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Salary c. £11,500 plus the usual benefits offered by a large professional firm.

Please write with CV to Box No. C17.

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We are a wholly owned subsidiary of Manuel Canovas S.A. France, and import and distribute the fine quality furnishing fabric design by MANUEL CANOVAS.

You will be expected to develop business relationships with existing clients as well as identify market sectors and potential clients.

Ideally you should have at least 2 years experience in the sale of soft furnishing fabrics or allied field and have established a proven record of success.

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Jane Baydon
Manuel Canovas Ltd
37 - 39 Cheval Place
London SW7 1EW

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74 Long Lane, London EC1 Tel: 01-606 9371

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Candidates should have a recent honours degree in engineering or physics, familiarity with electronics and a fluent command of the English language. Starting date October 1986, salary negotiable.

Reply to BOX F57, Mr. T.J. Williams.

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BANKING

City £18,000 + car + mort

Our client, a MAJOR US BANK, is seeking a NEWLY QUALIFIED accountant to join its expanding business information division. Key areas of responsibility will include:

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Tel: 01-443 6391

Personnel Resources 75 Gray's Inn Road London WC1X 8US

Personnel Resources
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The college proposes to appoint a Domestic Bursar, with general responsibility for the domestic administration of the college, to take up the position in October 1986 or as soon as possible thereafter. The post carries with it eligibility for an Official Fellowship.

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INTERNATIONAL SALES DIRECTOR

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Our product is an electrical submersible pump used mainly for oil production.

The position may involve an initial training period in the U.S.A. and frequent travel to the above mentioned areas. Candidates should have a degree or equivalent in Electrical, Mechanical or Petroleum Engineering and have several years experience in oil production.

Languages would also be an advantage, particularly French and/or Arabic.

Salary is negotiable, with usual benefits package. Please reply in writing with curriculum vitae to:

Mike Holland, TRW REDA Pump Limited,
34 The Quadrant, Richmond, Surrey.

INTERNATIONAL SPORTS MANAGEMENT

Accounts Executive 20-24 c. £15,000 inc. Bonus
Associated Promotions, one of the country's leading event management and sponsorship consultancies are looking for a dynamic young entrepreneur to join their events team.

The successful applicant will be involved in all aspects of Sports management sales and administration.

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curia for sales people to work on a consultancy basis for one of Madrid's leading hotels. Our target is to increase our group, meeting and incentive business from major European countries, and we are looking for sales people who are actively involved in selling within these specific market segments.

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FIBRE OPTICS Business Development Manager

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European responsibility

Unique opportunity to join a World Leader and develop the European Market

Our client, a renowned international company, at the forefront of fibre optics technology, with a continuing major investment in R&D, seeks a Business Development Manager for Europe as part of its on-going expansion plans.

The responsibility covers all aspects of developing the business with Europe, including sales and customer support, introduction of advanced products into new markets, identification of new business opportunities, monitoring of competitive activities and assisting in developing and implementing product and territorial strategies.

The successful candidate will have a technical degree and be fluent in a second European language, preferably French. You will have the opportunity to travel frequently and widely throughout Europe and occasionally to the US and the Middle East.

Applicants, please telephone
Adam Golder on 01-631 3780
or write quoting ref. 17443

IPG Technical Recruitment Ltd.
Julco House, 26-28 St. Portland St., London W1N 5AD, Tel: 01-631 3780 (24 hrs)

Professionals in Selection & Search



EDITOR SUDANESE AFFAIRS

We are a leading weekly Arab language magazine published from London, and looking to recruit a person of Sudanese nationality to fill the position of Editor for Sudanese Affairs.

The applicant should have had considerable experience in a governmental type background in either the Civil or Diplomatic Service in an appropriate field.

Prerequisites are an excellent command of both written and spoken Arabic as well as a working knowledge of English, an understanding of French & German would be a considerable advantage, preferred age range 45-55.

The position offered is a senior editorial one, and this will be reflected in the terms and conditions of employment.

Please reply in the first instance to The General Manager, Box No. 248.

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NW8

NORTHERN IRELAND ECONOMIC RESEARCH CENTRE

APPLIED ECONOMISTS

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1. Senior Research Officer: Preference will be given to those with interests in public sector economics, or agricultural economics.

2. Research Officer: To undertake research on branch plant closures in conjunction with the S. Fillingham of Reading University.

3. Research Associate: To undertake research on branch plant closures in conjunction with the S. Fillingham of Reading University.

Contracts will be for three or four years renewable. Salaries will be negotiated.

Salary ranges (under review):
Senior Research Officer: £12,500 - £15,000
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Applications with C.V. (2 copies) to: The Director, NERC, 14 Waterloo Park, Belfast BT9 5D3 from whom further particulars may be obtained. Closing date 15th August 1986. Informal inquiries are welcome. Tel: 0222 844316.

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BANKING & ACCOUNTANCY

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An exciting business analysis opportunity for a recently qualified MBA

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For the moment their name remains confidential. What we will say is that they're an organisation which recognises success through the quality and performance of its people - and rewards accordingly.

Every year they recruit a number of high-calibre MBAs, each with enormous career potential, to become their future General Managers.

Now they are looking for such a person to join one of their businesses in London, to fill a multidisciplinary role, covering all aspects of business and financial development.

At first, you'll work specifically in strategic planning. It's a time when you can get to know the company, its style, interests and plans.

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In career terms there can be few more educating, interesting and exciting ways of following the development curve.

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encouraged to make a major contribution towards its continued success.

Such input can of course only come from several years business experience, gained either in a consultancy or commercial organisation. This needs to be supported by a good Honours degree and an MBA.

As for personal qualities, you'll need to be a strategic tactician and communicator, an innovator and instigator.

Our client expects a lot, but the rewards are high. A challenging and rewarding career with a starting salary in the range £17 - £19k, benefits including a non-contributory pension, BUPA, and genuine prospects for rapid career advancement.

Austin Knight have been retained to advise on this appointment. Please telephone our Consultant, Terry Kennedy on 0784-37096 or 0784-33396 (evenings/weekends). Alternatively, send him your CV, quoting Ref TK 301, to Austin Knight Selection, Knightway House, Band Lane, EGHAM, Surrey TW20 9NX.

Austin Knight Selection

DIRECTOR OF PERSONAL BANKING

National Girobank seeks to appoint an experienced and successful marketing specialist to this crucial senior management position.

The Director of Personal Banking reports to the Managing Director. He or she will lead the development of financial products and services for the private customers of the Bank and, working through its regional network, oversee their introduction and implementation.

Candidates will be between 35 and 40. They should have:

- A record of achievement in consumer marketing
- Experience of marketing financial services and/or banking products
- The ability to work successfully with and through others

The importance of the position will be reflected in a fully competitive level of remuneration.

Applications, together with a curriculum vitae, should be sent to Malcolm Williamson, Managing Director, National Girobank, 70 Milk Street, London EC2V 9JH.

NATIONAL Girobank

HORIZONS

A guide to career development

Never accept packages from a strange company

When a well-known British playwright was offered a percentage of the net profit from a Hollywood film that was being produced from one of his plays he thought he had made a good deal — until he discovered that the film company's negative accounting practices had ensured that no profit was ever made.

Few employers would resort to tricks of this sort in order to reduce their obligations on the results-related salary packages that are now becoming increasingly common. But it does illustrate the point that individuals need to have some idea of how the figures are arrived at before accepting packages of this kind.

There are further dangers when a substantial part of remuneration is based on corporate profits, over which employees below top levels will have very little control. Even when reward is based on individual performance the issue may not be entirely clear-cut.

Peter Gardiner-Hill, of the career consultancy CHN, says: "It's easy enough to set targets in sales or production, but how do you quantify performance in a purely administrative job?" In his view employers need to master a whole range of new job evaluation skills if they are to deal with these trends in remuneration. But he also thinks that they call for realistic self-appraisal by job applicants, or indeed incumbents, when they negotiate with an employer over money and benefits.

Beware of remuneration based on corporate profits

"You need a thorough understanding of the job, how performance in it can be measured and what quantifiable contribution you can make," he says. "Self-knowledge, both in the functional and the psychological sense — what you know you are capable of delivering — is the start of the negotiating process."

But how much scope is there for negotiating one's remuneration, especially when a salary is indicated in an advertisement? According to Nick Boulter, manager of Hay-MSL's Reward Information Centre, the least leeway is in first jobs for graduates. Starting salaries at this level tend to be fixed, irrespective of the class of degree which was obtained. The variations which do occur are between industries and occupations. Accountancy is where the best money is for the newly qualified.

Further up the career ladder, large organizations, while seeming at first sight to be fairly inflexible about reward structures, are often not as monolithic as one might think. He says: "Remuneration in big companies, and even in the public sector, is fixed in bands which have to encompass a lot of very different jobs and functions. Within one band there may have to be quite wide variations in salary and benefits to

Individuals should have at least some idea how the figures in a salary package are arrived at. Godfrey Golzen looks at the dangers and pitfalls to watch out for when negotiating your new salary requirement

attract and hold the best candidates."

It is this which, in the opinion of career consultants, creates opportunities for bargaining. They recommend that when a salary range is stated, it is generally worth aiming for the top figure because the employer or his intermediary will be empowered to pay up to that amount.

Mr Gardiner-Hill points out: "It puts you in line for promotion to the next level when your progress next comes up for review. And that can be a bigger jump in terms of salary and benefits than a move within your existing band."

It is also worth bearing in mind that if you find when you are installed that the demands of the job have been underestimated, it is then extremely difficult to renegotiate the salary, at least within the next 12 months.

A further possible area in which to look for flexibility is in fringe benefits. Though they can account for as much as 40 per cent of the value of a remuneration package, they are often left surprisingly vague in job advertisements.

There is, for instance, room for manoeuvre within salary bands about the kind of car that goes with the job, but even if the niceties of the distinction between 1.6 and 1.8 litres leave you cold, there are usually other issues that ought to be discussed.

An example is relocation cost because apart from the actual upheaval itself, a move from the North of England to the South-East will involve a big increase in mortgage-interest payments. Some employers either offer low-interest loans or subsidize the difference at least for a period of time, usually on an amount which is related to salary. Other items you may be able to bargain with are top-up arrangements on company pension and private medical schemes, club membership in jobs which involve a lot of entertaining and the increasingly fashionable share-option arrangements. These used to be reserved for senior executives, but there is a strong trend to make them more widely available.

The greatest scope for negotiation is found in small companies and in new

appointments where there are no obvious comparisons or precedents. But even in big firms there can be room for discussion. Mr Boulter says: "It's difficult to make special deals for individuals because of the issue of comparability, but if your skills really are scarce, an employer might stretch a point or two to get you."

At the very top, however, the constraints are much fewer. Indeed he advises that those being lured from a senior job into a situation where they have to turn round a company or a division in trouble should take the risk factor into account. Certainly there should be a tangible recognition of performance in the shape of appropriate share options and performance-related bonuses.

But what about "telephone number" payments that are currently being offered in the City and in financially fashionable areas like PR, advertising and design? Boulter warns against drawing too many conclusions from these. In his opinion they are one-off inducements, often to get the right team in place for the coming of Big Bang. Once the dust settles, he believes that many of these packages will be re-adjusted. In any case, he points out, they are only going to a minority of individuals in key jobs. "Most of the people in these firms are on relatively ordinary salaries."

On the other hand, they have had the

Look for flexibility in company fringe benefits

effect of loosening the concept of "going rates" related to specific grades or length of service. Indeed there is evidence of a trend towards salaries not to be stated in advertisements or for negotiation to be left to headhunters in charge with putting together whatever package it takes, within reason, to attract the right candidate. This puts an extra burden on job-seekers to be skilled negotiators. The best course, in that case, is to study the appointments pages for the extensive guidance many advertisements give on what employers are prepared to pay for specific jobs.

At what point, though, should the negotiating process begin? Most experts advise that candidates should leave it as late in the interviewing process as possible and to sidestep it if interviewers try to introduce it prematurely. The reason for that is that you are in a much stronger position if you have established yourself as the indispensable person for the job before negotiating the terms. Above all, you should avoid detailed discussions with intermediaries because they may well have been given constraints which the employer himself is prepared to stretch — but which could rule you out if you make your move before you see the whites of his eyes.

BANKING & ACCOUNTANCY

MANAGEMENT AND SYSTEMS ACCOUNTANT

The Property Services Department of Barclays Bank PLC requires a qualified and experienced person to make a significant contribution to their Accounts Section, which is based in Central London.

The position is challenging and would be particularly attractive to someone with proven ability in the enhancement of systems and procedures to meet changing requirements. The major responsibilities will be reviewing and advising on Accounts Section Systems, assisting in the preparation of Financial Returns and training of Accounts staff. Experience with computerised property records and accounts is desirable.

Salary will commence at £15,722 pa plus large town allowance of £1845 and is subject to annual review. Additionally an annual bonus is payable and there is a wide range of benefits including non-contributory pension scheme, profit sharing and special house purchase scheme after a qualifying period.

Please apply in writing giving full particulars to:

P W Cooper Esq
Head of Personnel and Administration
Barclays Bank PLC
Property Services Department
Britannia House
16/17 Old Bailey, London EC4M 7DN

BARCLAYS

Personal Financial Planning London

Bank of Scotland has a vacancy in London in its Personal Financial Services division and invites applications from suitably qualified persons (preferably A.C.I.I. or A.I.I.). The position requires practical experience in the various aspects of personal financial planning and involves discussions with customers and branch staff in England.

The preferred age group is 27/35. An attractive salary will be offered together with excellent fringe benefits which will include preferential mortgage facilities and non-contributory pension.

Applicants are invited to submit applications accompanied by a detailed c.v., which should include the terms of their current remuneration package to:—
R. A. Macaulay Esq., Staff Controller,
Bank of Scotland, 39 Threadneedle Street,
London EC2P 2EH.

BANK OF SCOTLAND
A FRIEND FOR LIFE

CAPITAL MARKETS

c. £20,000

LEADING EUROPEAN INVESTMENT BANK presently expanding London operation is keen to complement its Marketing team with a high calibre candidate familiar with Corporate Credit Analysis and recent experience in Marketing, Loan Syndications, SWAPS and Asset Sales.

CREDIT ANALYST

to £18,000

The fast moving commercially orientated division of a MAJOR FORCE IN UK BANKING seek a candidate with strong credit skills in the Domestic and International fields. Particular emphasis is in the Futures and Equities markets with a further range of services providing an interesting and challenging challenge.

Telephone in confidence - Jonathan Head
01-436 1551/2653 (24 hours)

Dulcie Simpson

Appointments Ltd.

PART TIME ACCOUNTANT

Publisher in North East London seeks qualified senior accountant. Turnover in the region of £1m. friendly and efficient staff, computerised accounts on Wang 2200 system. We are looking for someone prepared to work up to four days a week, say 10am - 4pm, supervising accounts work and preparing monthly management accounts and monitoring forward financial planning in conjunction with executive directors. Salary negotiable.

Reply to BOX B97.

Great Ormond Street Children's Hospital Redevelopment Appeal

Assistant Director - (Business Appeal)

An Independent Trust has been set up to finance the urgent need for rebuilding the ward accommodation and redevelopment of the administration and research facilities. The Assistant Director will be responsible for devising, administering and implementing that part of the Appeal directed towards Commerce and Industry and to the City.

The job requires imagination and flair, tenacity and organising ability, drive and enthusiasm. Prior experience in appeal management would be a distinct advantage and the previous career could well include senior positions in Marketing or Public Relations. An outgoing personality and a sense of dedication will be essential. The salary will reflect the importance of the position.

Those who wish to be considered, or who would like to nominate a candidate, should write giving particulars to the consultants assisting with this recruitment:

Spencer Stuart

Brook House, 113 Park Lane, London W1

ACCOUNTANTS

| | | |
|-------------------|------------------------|--------------------|
| FIN. CONTROLLER | Travel Co. | £23,000+CAR+TRAVEL |
| FIN. CONTROLLER | Holiday Co. | £20,000+CAR+TRAVEL |
| FIN. CONTROLLER | Service Pte. | £20,000+CAR |
| FIN. CONTROLLER | Leisure Co. | £17,000 |
| TAX MANAGER | Partnership prospects | £17,000 |
| YOUNG FIN. ACCT. | Marketing Co. | £17,000 |
| NEWLY QUAL. | Marketing Co. | £17,000 |
| AIRLINE ACCTS (3) | Well known Airlines.. | £16,000 |
| CREDIT MANAGER | Manufacturing Co. | £15,000 |
| ACCT/OFFICE MGR | Retail H. Office..... | £12,000 |

ALL THE ABOVE CAREER OPPORTUNITIES ARE IN THE SURREY/SUSSEX AREA AND MANY CARRY SUPERB RELOCATION PACKAGES.

FOR INFORMATION ON THESE AND MANY MORE JOBS IN THE SOUTH-EAST CONTACT

ALAN RAYNER ON
(0444) 417125

Expert RECRUITMENT LTD
4A Commercial Square
HAYWARDS HEATH W. SX RH16 1DW

CAREER DESIGN LIMITED

SENIOR CREDIT ANALYST £16K++

U.S. trained, grad preferred, for major merchant and international bank.

FUND MANAGER £ Negotiable

U.K. Merchant requires a high calibre grad with fluent French and thorough knowledge of U.K. Equity Markets.

If you would welcome the chance of an informal and confidential discussion on these positions please call Sarah Davies or Luisa Owen.

01-489 0889

RECRUITMENT CONSULTANTS

1 GROVELAND COURT, BOW LANE, LONDON EC4M 9EH
TELEPHONE: 01-489 0889

PORTMAN BANKING

MARKETING OFFICERS

£18,000-£25,000

Due to continued expansion this well known International American Bank have career opportunities for highly motivated professional Bankers to work in the Financial Markets Group, Energy or Commodities Divisions.

Working for their European Head Office, the successful candidate will be responsible for the development of existing business together with the research and marketing to potential clients with the emphasis on special financial packages.

You should be a graduate banker in your mid to late 20s with a Credit training and have at least 18 months marketing experience.

For further details please contact Mike Blundell Jones on 01-236 1113.

Portman Recruitment Services Limited
Tel: 01-236 1113

ACCOUNTANT - MERCHANT BANK

ACA or ACCA is required for prestigious, fast growing merchant bank. The Personnel Department, staffed by professionals, needs support from an accountant able to undertake audit responsibility for that area, produce relevant statistical information, further develop their computerised records system and be able to compose a procedure manual. A high degree of literacy is essential as is the ability to communicate well at all levels.

£20,000 +

Excellent banking benefits including mortgage subsidy. This is a career opportunity open to male and female applicants.

Please telephone Shelagh Arnel on 01-583-1661 or send c.v. in confidence to

ASB RECRUITMENT,

50 FLEET STREET, LONDON EC4Y 1BE

SENIOR SALES POSITION IN BANKING

to £23,000 London Based

Girobank is a significant force in the corporate and personal banking sectors and is improving and extending the range of financial services available to its customers. We are now seeking to strengthen our Senior Corporate Sales team in London.

As Senior Consultant you will play a key role in the setting of Regional strategic plans. In this capacity you will be actively involved in the formulation and achievement of demanding volume, growth and profitability targets across the many sectors of the market.

Your main responsibilities in this challenging position will be to identify and gain new profitable business and retain and expand existing business, and negotiate fees in all cases. By developing and maintaining relationships with both existing and potential customers you will be required to make recommendations via the Regional Manager for extensions and improvements to the range of services which the Bank has to offer.

This is a fast moving and competitive environment so financial sales experience, or related experience

gained in the financial services sector, is essential. You must be able to demonstrate strong negotiating skills, and self-motivation to achieve results and have the confidence to represent the bank to customers at senior levels in both the private and public sectors. An additional requirement therefore is the ability to prepare and make presentations to professional audiences.

Benefits include 5½ weeks holiday and a contributory index-linked pension scheme. Relocation assistance will be provided where necessary.

Please reply in writing outlining career, salary progression and how your skills and experience match the requirements of the job to: Peter Farrer, Head of Management Development, Girobank plc, Bootle, Merseyside, G1R 0AA.

NATIONAL Girobank

Young Graduates Train in Investment Operations

This is a unique opportunity to channel your drive and ambition into a role which can provide a springboard to unlimited prospects. Become part of the next generation of operations management with this major American Company and help to maintain its impressive level of success. Providing a comprehensive range of investment and financial services, the Company has an innovative approach, substantial backing and is poised to continue its current rate of significant expansion.

You will spend approximately two years enjoying broad experience from ground floor level whilst receiving informal training in various departments. You will assist primarily in providing support by reconciling, checking, processing and settling accounts but are likely to gain

exposure to a very wide variety of other matters.

A recent graduate in business or a related discipline, you are highly flexible and welcome responsibility. You are a self starter with initiative and above all have leadership potential.

You will be based in modern offices in the City and will command a competitive salary and comprehensive benefits. More importantly, you will enjoy rapid personal development and a particularly rewarding career.

Please telephone for an Application Form or write with c.v. to Susan Ryder of Cripps, Sears & Associates Limited, Personnel Management Consultants, International Buildings, 71 Kingsway, London WC2B 6ST. Tel: 01-404 5701.

Cripps, Sears

Austin Knight Selection

FOR OF BANKING

**Edited by Peter Dear
and Peter Davalle**

CHOICE

minor, Op 5 No 8), and Haydn (Cello Concerto in D, Op 101).

00 Music in our Time: works by Sirhan Wlopie. Tango (with Mikhalofshof, piano)... Suite Im Hexachord (with Randall and Williams), and Enactments for three pianos, with Seitzer, Chamberlain and Sacks, pianos)

55 Martin and Schoeck: Martin (Percy symphonie concertante) and Schoeck (Concerto, Op 61, with Gortzik, cello)

57 News. 12.00 Closedown

UF variations: -

35am-Opn University/Royal Academy Exhibition 1922, Unit 35am.

Radio 2

Dam Chorus Nove (p. 5.30
M. Chorus (p. 7.30) Derek Jameson

Radio 4

John Denver (9.7.00)
Jill Whitten introduces Country
Music's Best (10.00)
The Best of American country music (9.00)
Sports Desk 10.00
Rhythmic Road 6.00 (Starting
at 10.00)
Country Music's Best (10.00)
and China. 11.00 Britain
Order (stars from midnight)
Adam Bell (Rennels) (5.00-6.00 A
the light Music)

Radio 1

News on the half-hour
from 10.00 to 10.30am then at 10.30
to 12.00 midnight.
The Breakfast Show 7.00-9.00
Country's Breakfast Show 9.00-10.00
Country Bettes 11.00 Radio 1
Shadowbox from Scarborough
11.00-12.00
(Artridge) 5.45 Bruno Brookes 7.30
The Best of Country
Yourself 8.00 The Best of Radio
Country 8.00-9.00
with Janice Long (9.00-10.00-12.00)
VJ Karshaw (9.00-12.00)
The Best of Country 12.00-1.00
The Best of Country 12.00-1.00
1.00-2.00 A.M. As Radio 2. 10.00 As
Radio 1. 12.00-6.00 AM As
Radio 2.

WORLD SERVICE

10.00 Newsweek 6.30 Nations Notebook
6.30-7.00 The World 7.00-7.30
Four Hours 7.30 On the Beat
8.45 In the City 8.00 News
9.00-9.30 The World 9.30-10.00
10.00 News 9.00 Review of British
news 9.15 World 9.15-9.30
10.00 News 10.00-10.15
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CONCERTS

[illegible]

REGIONAL TELEVISION VARIATIONS

[illegible]

BORDER As London except:
9.25 Once Upon a
Time May 9.55 About Britain

10:30 Albino and Cossale **Canton** 10:25
Crown Green Bowls 11:55-12:00
Crown Green Bowls 11:55-12:00
2:25 Crown Green Bowls 3:30
3:25 Bowler Bowls Headlines 3:30
The Young Doctors 5:15-5:45
Weir's Way 6:00-6:35 Lookaround Thursday
8:00-8:50 Simon and Simon
10:55-11:30 TV 12:25 News, Thursday

CENTRAL As London except:
10:30-11:00 The 9.25 Falcon 10:30
Robbery 10:15 The Double 11:50
The Young Doctors 11:25-11:30 Home
Comedy 12:15-12:25
1:30 Central News 1:30-2:30 The Bero
and the Young Doctors 2:30-3:00
Crown 3:25-7:45 Central News 7:45
and My Girl 8:00-8:50 Falcon Crest
10:30-11:30 TV 12:25 News followed by Central
Journal

GRAMPIAN As London except
10:30-11:00 The 9.25 First Thing
8:00-9:00 Up to the Point
Theatre 11:15-11:30 The World's
Children 12:15-12:30 The Bero
and the Young Doctors 12:30-1:25 Main
Comedy 12:45-1:45 Countdown
8:00-8:35 North Tonight and Weather
7:00-7:30 That's My Boy 8:00-8:40
Falcon Crest 10:30-11:30 TV
News Headlines and weather 11:05
30

ULSTER As London except
10:30-11:00 The 9.25 The Day After
Street 10:30 Jack Hobart 11:20-11:30
Canton Time 1:30 Linnethine 1:30-2:00
The Young Doctors 2:30-3:00
Canton 3:00-4:00 Ulster News 5:15-5:45
Supersize! 6:00-6:30 Summer Edition
7:00-7:30 That's My Boy 8:00-8:40
My Girl 8:00-8:50 Falcon Crest 10:30
Albino 11:00-11:30 Albino 12:00

Trava Ethena, Barbara Ma
ton, Cora Redgrave, B
Roberts.

[illegible]

... history will go down as a
strong decision and for the
strong reasons: the ultimate
speculation. Many white peo-
ple would have been happier if
Nola Budd had not become
British in the manner she did
yet unless the law is upheld
rather than the "v."